

# THE NATIONAL PROVISIONER

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## A. M. P. A. CONVENTION DATES.

The dates for the convention of the American Meat Packers' Association at Chicago have been changed to Monday, Tuesday and Wednesday, October 14, 15 and 16, 1912. The uncertainty in securing ample accommodations for the large attendance on the dates first set led the Executive Committee to fix the above days. Headquarters will be at Hotel Sherman, and all business sessions will be held there. The banquet and entertainment committees are already at work on their part of the programme.

The association has joined the new national body, "Chamber of Commerce of the United States of America."

## BEEF FREIGHT RAISE STOPPED.

The Interstate Commerce Commission has postponed from August 15 to September 15 a proposed increase in freight rates on beef and packinghouse products from points in Oklahoma to Southwestern points, principally in New Mexico.

The Atchison, Topeka & Santa Fe Railroad and other carriers filed tariffs with the Commission showing the increases, and as they mean a general increase between the points, and might be followed by others covering a large area, the Commission decided to suspend them pending investigation into their reasonableness. The increase proposed but suspended by the commission ranged from 5 to 130 per cent.

## URGE MODEL COLD STORAGE BILL.

The model cold storage bill which was drafted at the annual convention of the American Association of Food, Dairy and Drug officials at Seattle recently, has received the hearty indorsement of the National League of Commission Merchants.

According to R. L. French, general manager of the middlemen's organization, the bill as drafted is identical in all its provisions with that formulated by the Massachusetts State Cold Storage Commission last year, and which the League sent to every State secretary to be used as a working basis for legislation of this class in their individual territories.

The model bill is commended by the commission merchants as safe and sane legislation, and they will work with the American Association of Food, Dairy and Drug officials to secure its adoption by the Federal government as well as the State governments.

## FOR WORLD-WIDE FOOD STANDARD.

A dispatch from Washington says that the French government, vitally affected by a number of decisions against it on important chemical disputes in this country, has asked for a world's court to consider chemical problems. It has entered into correspondence with various important powers, with the purpose of securing a conference of government representatives at Paris next winter.

The purpose, as interpreted by officials here, is to have these matters determined by a consensus of opinion of the principal countries rather than by the dictum of one government. A number of the recent decisions of the Department of Agriculture and the Pure Food Board apply especially to French products, notably the rulings on the greening of vegetables with copper salts and on abstinence, formerly conspicuous among imports from France.

It was stated that it was unlikely that the United States would send a representative, and that the despatch of a representative would be justified only to secure scientific information for the department or under express authority of Congress.

## OLEOMARGARINE PRODUCTION GROWS.

The preliminary report of the Commissioner of Internal Revenue shows that during the fiscal year ending June 30, 1912, 126,251,147 pounds of oleomargarine were produced, as against 117,600,953 pounds the year previous. This makes an increase of 8,650,194 pounds for the year. Other figures of the report show that there was an increase in revenue of \$41,685.39 on artificially colored oleomargarine and of \$20,583.35 on the uncolored product.

The receipts from the special tax on the manufacturers for the year was \$24,925, as against \$23,684.90 for the year previous. Retail dealers in the artificially colored product paid a tax of \$23,258.50, as against \$33,622 for the year previous. Retail dealers in the uncolored product paid a tax of \$271,145.74, as against \$229,217.04 for the previous year.

Wholesale dealers in artificially colored oleomargarine paid a tax of \$4,466.67, as against \$4,050.04. Wholesale dealers in oleomargarine, uncolored, paid a tax of \$171,475.45, as against \$138,482.06.

The total revenue of the government from oleomargarine was \$1,128,707.25, as against \$1,000,214.79 for the previous year. The increased revenue for the government was \$128,492.46.

## COPPER SALTS BARRED FROM FOOD.

The U. S. Board of Food and Drug Inspection has handed down its decision in the copper salts matter.

The question of the use of copper salts in the greening of foods was referred by the Secretary of Agriculture, on March 11, 1909, to the Referee Board of Consulting Scientific Experts. Exhaustive investigations have been conducted by that board, and the Department of Agriculture has received the report of the investigations. The questions which were referred to the Referee Board are as follows:

"Are vegetables green with copper salts adulterated under the Foods and Drug Act of June 30, 1906, because—

"(a) a substance has been mixed or packed with them so as to reduce or lower or injuriously affect their quality or strength;

"(b) they have been mixed, colored, powdered, coated, or stained in a manner whereby damage or inferiority is concealed;

"(c) they contain any added poisonous or other added deleterious ingredient which may render such articles injurious to health?

"(1) in large quantities?

"(2) in small quantities?"

The main general conclusions reached by the Referee Board from a study of their experimental results and other considerations are as follows:

"(a) Copper salts used in the coloring of vegetables, as in commercial practice, cannot be said to reduce or lower or injuriously affect the quality or strength of such vegetables as far as the food value is concerned;

"(b) Copper salts used in the greening of vegetables may have the effect of concealing inferiority, inasmuch as the bright green color imparted to the vegetables simulates a state of freshness they may not have possessed before treatment;

"(c) In attempting to define a large daily quantity of copper regard must be had to the maximum amount of greened vegetables which might be consumed daily. A daily dose of 100 grams of coppered peas or beans, which are the most highly colored vegetables in the market, would not ordinarily contain more than 100 to 150 milligrams of copper. Such a bulk of greened vegetables is so large, however, that it would hardly be chosen as a part of a diet for many days in succession. Any amount of copper above 150 milligrams daily may, therefore, be considered excessive in practice. A small quantity is that amount which in the ordinary use of vegetables may be consumed over longer periods.

From this point of view 10 to 12 milligrams of copper may be regarded as the upper limit of a small quantity.

"It appears from our investigations that, in certain directions, even such small quantities of copper may have a deleterious action and must be considered injurious to health."

The Food and Drugs Act of June 30, 1906, provides that a food is adulterated "if it contain any added poisonous or other added deleterious ingredient which may render such article injurious to health." The act also provides that a food is adulterated "if it be . . . colored . . . in a manner whereby damage or inferiority is concealed." It is apparent from the findings of the Referee Board that all foods greened with copper salts are positively adulterated under the first above-quoted provision of the law, and that in certain cases foods may be adulterated under the second above-quoted provision.

The Secretary of Agriculture, therefore, will regard as adulterated under the Food and Drugs Act foods greened with copper salts which, on and after January 1, 1913, are offered for entry into the United States, or are manufactured or offered for sale in the District of Columbia or the Territories, or are shipped in interstate commerce.

All previous food-inspection decisions on the subject of greening of foods with copper salts are amended accordingly.

#### NO INVESTIGATION—YET.

Congress will not investigate beef supply and demand. At least not until next winter. The Judiciary Committee and the Democratic leaders in the House of Representatives, according to Washington advices, went over the situation carefully and decided it had enough investigating scheduled to keep in the public eye this fall, and a surfeit might not be wise. So the agents of the Department of Commerce and Labor now gathering statistics at cattle centers on supply, demand, prices, etc., and their relation to beef at over \$10.25, will report solely to that department.

#### TO IMPORT ARGENTINE CATTLE.

A despatch from Tacoma states that owing to inability to buy 300 beef cattle on Western ranges for Alaska points, the Pacific Cold Storage Company has arranged to import Argentine beef. Charles Richardson, head of the company, said there was no other way he could fill his contract to supply the government posts in Alaska, except importing. Until now he had always been able to get Western range cattle, but their scarcity this year prevented.

#### TORONTO'S MUNICIPAL ABATTOIR.

Toronto has voted to build a \$300,000 municipal abattoir. The council committee reported cattle dealers had agreed to cooperate, and that local jobbers and wholesalers as well as retailers were in favor of the municipal plant. The plans are not yet completed for the structure, but it will be built with particular care for sanitary arrangements, and will contain fine marketing facilities.

## TUBERCULOSIS OF HOGS

### Increasing Disease Threatens Health and Meat Supply

By Drs. John R. Mohler and Henry J. Washburn, U. S. Department of Agriculture.

(Continued from last week.)

[EDITOR'S NOTE.—This article on tuberculosis in hogs, which began in The National Provisioner of July 13, was prepared after exhaustive investigation by the chief of the Pathological Division of the Federal Bureau of Animal Industry and one of his co-workers, and indicates with startling clearness the danger which threatens both the public health and the future of our meat supply. The source of this menace is the dirty farm, and as The National Provisioner has always maintained, until the farmer is made to "clean up" the danger and the enormous material loss will both continue.

Packers who have suffered tremendous money losses from condemnation of tuberculous hogs will read this article with special interest. It behooves them to do their part in securing legislation which will enable the authorities to trace the disease to its source, and there stamp it out. The farmer will "clean up" only when the law makes him.]

#### The Use of "Tankage" as Feed for Hogs.

Tankage, meat meal, and other animal food products are valuable for supplying the protein in a feed ration for swine, and have recently attracted a good deal of attention from farmers because of the prevailing high price of other feedstuffs.

Tankage has proved a satisfactory substitute for skim milk as an adjunct to corn. It is generally agreed among feeders that protein is the most important part of the feeding ration as well as the most difficult to procure and the most expensive. Tankage, or digester tankage, as it is commonly called, is very rich in protein, varying from 10 to 60 per cent., according to the firm manufacturing it.

It is made from the trimmings, inedible viscera, and other parts of the carcass, all of which are placed in the tanks and thoroughly cooked under pressure, so that the resulting product comes out sterile. The grease is removed from the surface and the residue is dried out at a high temperature, then ground, screened and placed in 100-pound bags for shipment. Owing to the dryness of the product there is practically no danger of fermentation taking place.

It having been claimed that the increased use of this material for hogs was the cause of the increase in the number of tuberculous hogs condemned at the abattoirs, inquiries were sent out by the writers to State experiment stations where tankage had been fed to hogs experimentally to see if any case of tuberculosis had developed as a result of such feeding. Experiments were also carried on by this bureau along the same line.

*In no case could tuberculosis be shown to have arisen from the consumption of tankage, and it must therefore be absolved from all blame in the spread of this disease, and may be looked upon as a safe and valuable article of food for use in raising and fattening swine.*

#### Infection from Feeding Uncooked Garbage.

The feeding of uncooked city garbage to hogs is undoubtedly a factor in the development of disease in the animals so fed. While there are no broad statistics obtainable concerning the prevalence of tuberculosis among garbage-fed hogs, still there are records available which show that animals fed upon such material contract diseases far more frequently than is the case with swine fed upon cooked garbage or other foods usually employed by farmers for the raising of their hogs. The most frequent sources of infec-

tion in garbage are tuberculous dairy products, sputum from tuberculous people, and the offal of tuberculous poultry.

At an establishment near Jersey City about 2,000 hogs are raised each season entirely upon garbage from hotels of New York. They are fed on cooked garbage exclusively, with the exception of a partial diet of dry or stale bread for a certain period before slaughter. In addition to the hogs thus raised and fed on the premises the firm slaughters a comparatively large number of hogs purchased from outside sources, either in odd lots from neighboring farmers or in car lots from shipping centers. These hogs do not come in contact with the hogs fed on the premises, as they are slaughtered immediately.

When examined after slaughter they are found to be affected with tuberculosis in about the same proportion as is shown by the average of hogs inspected elsewhere. On the other hand, among the 2,199 hogs raised exclusively upon sterilized garbage last year there has been no indication of tuberculosis when inspected at the time of slaughter.

The same firm has been engaged in this business for about nine years, and they state that after feeding the cooked garbage for some time they noticed a remarkable freedom from disease in the animals thus fed as compared with animals obtained from outside sources. Originally, their main object in cooking the garbage was the recovery of the valuable grease obtained therefrom, but they realize now the greater importance of the cooked product from the standpoint of the health of the animals fed upon this food.

From a sanitary standpoint there is no particular reason for objecting to the feeding of garbage to hogs provided that it is not accumulated and allowed to stand until putrefactive changes have taken place, and provided further that it is sterilized before it is used and that the containers are always kept in a clean condition. Sterilized garbage can be fed to swine with safety, and is of great economic value. Piggeries where sterilized garbage is prepared and fed should be so constructed that they may be readily cleansed, since clean, comfortable quarters are greatly conducive to the good health of their occupants.

(To be continued.)

#### A. M. P. A. COMMITTEE APPOINTMENTS.

President Cockran, of the American Meat Packers' Association announces the following appointments for convention committees:

Business Programme—Mr. George L. McCarthy, chairman (The National Provisioner), New York City.

Entertainment — Mr. Barney Brennan (Brennan Packing Company), Chicago, Ill.

Banquet—Mr. Jas. S. Agar (Western Packing & Provision Company), Chicago, Ill.

Press—Mr. Edward S. Le Bart (Morris & Co.), Chicago, Ill.

The other members of the Banquet Committee appointed are as follows: Messrs. John Roberts, E. B. Merritt, A. D. White, Oscar F. Mayer, R. H. Hunter, D. S. Colbert, Harry Boore.

**URUGUAY'S MEAT INDUSTRY.**

Large numbers of cattle are slaughtered in Uruguay for the production of jerked beef, frozen meat and various forms of meat extracts and preserves. The jerked-beef industry is the oldest and still holds first place for the number of animals consumed, but it is destined to be replaced by the frozen-meat trade, according to Consul Goding at Montevideo in Daily Consular and Trade Reports. The latter was inaugurated in the Department of Colonia in 1884, but was soon abandoned there. It was revived in Montevideo in 1904-5, and American packers are now erecting great plants, soon to be in operation, with others to follow. During 1911, 437,259 head of cattle were slaughtered for the production of jerked beef for export, and 114,791 for the export trade in meat extracts and preserves. For local consumption in Montevideo 194,928 cattle, 174,646 sheep and 18,942 hogs were slaughtered during the same period. Only 90 cases of tuberculosis were found among the cattle killed. The exportation to several European countries of livestock on the hoof is growing in importance, Italy being the chief buyer. The exports of beef extracts, canned beef, canned tongues, etc., amounted in value to \$476,164 during the first six months of 1911.

The advance in the meat industry is having a lasting effect on the breeding of native animals, which are of low grade, as they are being supplanted by the higher cross-breeds that are more suited to the new industry. At the cattle fairs that were held in most of the department capitals \$53,550 was paid in prizes.

The local market value of some of the livestock products exported during the first six months of 1911 was as follows: Dry cattle hides, \$1,450,070; dry horse hides, \$23,501; dry calf hides, \$183,360; bristles and hair, \$139,527; nonato skins, \$50,036; nutria (coypou) skins, \$13,987; carpincho (capibara) skins, \$2,280; ostrich feathers, \$115,269. The official value of all livestock products exported during the same period was \$26,399,678, which was much below the market value. During 1911, 839,729 cattle hides and 232,959 calfskins were exported to foreign countries, approximate weight being 20,042,528 pounds, and the value \$4,427,395. The United States was the chief purchaser of hides, taking more than 30 per cent. of the total, followed by Spain, Italy and Austria. Portugal was the principal market for calfskins. According to the census of 1908 there were 8,192,602 cattle, 180,099 hogs and 26,286,296 sheep in the Republic.

**RECORD PRICES STILL CLIMB.**

Cattle prices make almost a new record a day. The high figure Monday was \$10.40, paid at Chicago for corn-fed steers from A. W. Bragg, of Tuscola, Ill., a well-known feeder. There is a story that in 1867 a sale of beef steers was made at \$10.25, and that has always been considered a ludicrously high price—until now when \$11 is talked of. Range steers at \$9 and distillers at \$10 are new tops for their class made the same day. On Wednesday the Chicago market was topped at \$10.50 for Indiana fed Herefords. Many sales at \$10 have been made. River markets have climbed to \$10.40 and are on their way up still.

**MASTER BUTCHERS IN CONVENTION****Largest Assemblage of Retailers' National Body**

The Master Butchers' Association at its twenty-seventh annual convention in Detroit this week had the largest attendance, the most spirited and interesting programme for business, and the liveliest for entertainment in its long history. Large delegations were on hand Monday from all the leading cities in the country, showing the fine healthy growth of the State and city organizations. Nearly every delegate brought his wife, and the big Hotel Pontchartrain was thronged with well-dressed, happy crowds at the grand reception and ball Monday evening. Over six hundred delegates were in their seats when the first business session was called to order Tuesday morning in the hotel's convention hall. Rabbi Leo M.

Gazette of St. Louis, Mo., and the American Meat Trade and Retail Butchers' Journal of New York City.

5. Resolved, That when a measure is introduced in our National Legislature through the influence of interests other than our own, and such measure is conducive to our interest, action be taken to promote its enactment.

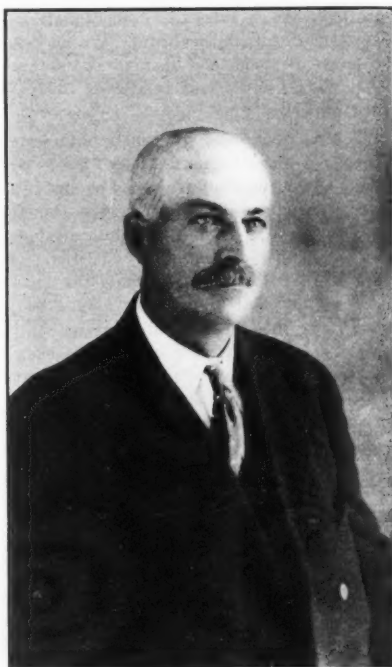
6. Resolved, That this association encourage and lend all assistance possible to locals for the formation of new branches and the continuance of interest in the same.

7. Resolved, That the National Association, through its Legislative Committee, adopt measures whereby a bill shall be introduced in Congress eliminating the tariff on livestock such as cattle, calves, lambs, sheep and hogs and live poultry.

8. Resolved, That the loving cup and gavel be kept in the custody of the National President, he to turn it over to his successor when installed.

9. Resolved, That all grievances be submitted to the Executive Board.

10. Resolved, That this association, through its Legislative Committee, adopt



JOHN T. RUSSELL.  
President Master Butchers' Association of America.

Franklin led in prayer, after which President J. Heikam, of the Detroit Meat Merchants' Association, made an address of welcome. He was followed by Mayor William B. Thompson, a leading butcher in Detroit, who in a happy speech gave the boys the town. President John T. Russell of the association responded for the delegates and the convention settled to business.

The presidential address was listened to with great interest. President Russell's recommendations, which give a good summary of his talk, were as follows:

**PRES. RUSSELL'S RECOMMENDATIONS.**

1. Resolved, That the National Legislative Committee be continued.

2. Resolved, That the branches respond promptly to the request of the National Legislative Committee.

3. Resolved, That we, as representatives of the United Master Butchers' Association of America, are unalterably opposed to wholesalers selling to consumers, and that measures be adopted to prevent a continuance of the same.

4. Resolved, That recognition may be taken of the services of the Butchers' and Packers'



JOHN H. SCHOFIELD.  
Secretary Master Butchers' Association of America.

measures whereby a bill will be introduced in Congress which will provide for the enactment of a law to prevent the slaughter of male calves under one year old, and female calves under three years old.

Also, That immature veal be inspected at the point of shipment. That railroads and express companies be prosecuted for receiving it for shipment without a certificate stating that it is fit for human food.

Also, To prepare a bill to prevent the giving, selling or bartering in trading stamps. That said bill be similar to the one adopted by the Dominion of Canada, which is now in successful operation.

Also, That Congress act at once in formulating a definite policy for the handling of the unappropriated public lands. And that favorable consideration be given to the ranchmen and stock raisers who will use the land.

Also, That all livestock be given an ante-mortem inspection before shipment for slaughter by a regular appointed government inspector of the district wherein the shipping point is situated, and that the railroads or common carriers must not receive livestock unless a clean bill of health accompanies the livestock signed by the said inspector.

Also, That we are opposed to parcels post  
(Continued on page 42.)



## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### THE WAY TO BOIL HAMS.

A provision manufacturer writes:

Editor The National Provisioner:

I see various kinds of ham containers advertised, and I am told that I ought to use them. I have got along pretty well heretofore, though I have sometimes had trouble with shrinkage and in the taste of the hams. Can you give me some advice as to boiling hams from this standpoint?

The ham container (cloths and metal case) and the ham press is the only way to successfully prepare boiling hams. Not only are the hams kept in solid acceptable slicing shape, but will shrink less in cooking and lose less in flavor than by any other method. There is no necessity to wrap with twine at any stage. The only thing necessary to determine is the length of time the hams should be boiled, and at what temperature to insure their being properly cooked but not overdone. They can be cooked exactly right by making tests and adhering strictly to the time and temperature showing the best results.

Every receptacle used should be sweet and clean, as also the water in which the hams are boiled. Strict adherence to cleanliness in every detail will insure flavor, the most desirable and essential feature in a boiled ham, and one of the most easily destroyed. A stale, insipid boiled ham is an abomination.

The advisability of getting boiled hams into consumption as quickly as possible goes without saying. Boiled hams should be thoroughly chilled before being wrapped and packed.

### SPICES AS ANTISEPTICS.

It came to be the custom, apparently, about a generation ago to think that most things that we like were either bad for us, or at least not as good for us as many other things for which we had no taste. Fortunately, the first crude knowledge of chemistry that led us into such false notions is now being replaced by broader, deeper knowledge that makes us realize that taste is a valuable adjuvant for health, and especially for the arrangement of the individual diet in such a way as to preserve health. The last of the food materials to yield their secret in this regard are the spices.

It was not uncommon to hear a few years ago that spice materials were very indigestible, and that spices themselves were rather irritant than healthy stimulants of digestion. As a rule, tasty food materials that we care for are healthful. We may eat too much of them, and then of course they are harmful; but excess is always likely to prove injurious.

We have had some extremely interesting experiences in this matter and some significant scientific disillusion. For instance, when gelatin was discovered it was thought that we surely possessed in this substance the secret of concentrated nutrition. It contains all the chemical elements that go to make up the great bulk of the human body, and it was thought that all that would be necessary for nutrition would be to consume a certain amount of gelatin every day, and thus support nature very well. Gelatin was not particularly tasty, and a steady diet of it was likely to be rather disgusting than otherwise, but certain other less indifferent materials, sugar and flavoring substances, could be put with it to give it a taste and facilitate its consumption.

After a while it was found, however, in spite of the hopes raised by chemistry, that gelatin itself was absolutely useless so far

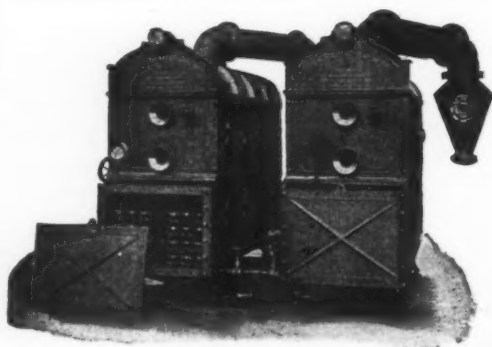
as nutrition is concerned. Other things, such as mushrooms, are an acquired taste, and while they contain a large amount of nitrogenous material, very little of this can be made available for human nutrition.

The more the physiological chemists investigate the more confirmation do they find of the fact that taste is a very valuable guide even to nutrition values of food. Hoffman and Evans, studying the preservative action of spices, demonstrated that such spices as cinnamon, cloves and mustard are valuable food preservatives, while nutmeg and allspice delay microbial growth of most kinds, and thus help in the preservation of all foods with which they are mixed.

The active antiseptic agents in these spices are their aromatic, essential oils. The essential oil of mustard is particularly active as an antiseptic. Cinnamon yields not only an essential oil, but also cinnamic aldehyde, which belongs to the same group of chemical substances as formaldehyde.

The government investigators declare that cinnamic aldehyde possesses a preservative action superior to that of benzoic acid. They claim that foods prepared with it keep much longer from spoiling than those to which no condiment is added. There is said to be no danger in cinnamon and cloves, but on the contrary they are healthful, and besides, they are tasty and tempting to the appetite.

Nature does many things very well. It has often been a problem why men in warm countries like mustard and various other forms of rather hot spices. It is in the hot countries that food is particularly likely to spoil, and the use of mustard, red pepper, paprika, etc., with it tends to neutralize such effects and save the consumers from danger. What is curious, however, about these advances in science is to find that physiology and physiological chemistry are only at this late day catching up with taste as a guide to the value of food materials.



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**FOOD PRODUCERS NEEDED**

There is one feature of the agitation  
against the prevalent high cost of living  
which has not been as thoroughly considered  
or investigated as it might be. The funda-  
mental reason for the present high prices  
of foods especially, is that our supply does  
not increase in anything like the proportions  
of the increase in population. While we have  
bountiful crops, it is also a fact that our  
population is increasing by leaps and bounds,  
and some of the most necessary articles of  
food, such as meats and garden truck, are  
being neglected by the raisers. If demand  
outstrips supply, high prices must prevail.

It would be interesting therefore to know  
just what effect our practically unrestricted  
immigration has upon the high cost of living.

If our population increases at the rate of  
one and one-half millions of people each year,  
of which nearly one million are foreigners,  
that fact should be taken into consideration.  
This country has been built up by immigra-  
tion, and owes everything to foreigners, but  
if we are to encourage the principles upon  
which the country has been made great and  
at the same time increase our own cost of  
living, it should be borne in mind that each  
inhabitant is contributing a very liberal share  
to the maintenance of each newcomer.

Liberality in a nation has its limitations  
the same as it has in an individual, and  
there is such a thing as the nation expending  
too freely of its resources, just the same as  
an individual may find his expenditures con-  
stantly growing. It is unfortunate that a  
large percentage of the immigrants who have  
been coming to our shores in recent years  
are "consumers" rather than "producers."  
This was not true of earlier immigration,  
when the farms were the attraction which  
brought people from other countries who  
made our agriculture the pride of the world.  
Our more recent immigrants are of the con-  
sumer type, so far as foods are concerned at  
least, and so become a burden to the food  
producers, however much they may otherwise  
add to the general welfare of the nation.

The real solution of the high cost of living  
is to raise more food products and not to  
have an increase of food consumers without  
at least an equivalent number of food pro-  
ducers.

**SOUND BUSINESS METHODS**

To sell your stock in trade for more than  
it cost you is a fundamental principle of busi-  
ness. The bankruptcy courts are full of evi-  
dence of violations of this basic rule. It would  
seem that business men should be entitled to  
practice such a rule, but it appears that an ex-  
ception must be made in the case of the meat  
trade. Says the New England Tradesman:

"It would seem that the dressed meat peo-  
ple are receiving a pretty plain lesson on the  
making of arbitrary prices, and that they are  
in a way to understand that the people will  
or will not buy, as they please. Whether the  
dressed beef men will have sense enough to  
realize the full significance of the present situ-  
ation, or whether they will feel so secure, en-  
trenched by their own importance and power,  
as to think that they are greater than the  
country, and that the people will do as they  
wish them to do, remains to be seen."

This quotation is given space here to show  
to what an extent even the intelligent trade  
press is influenced by the fiction which has  
been propagated in the public mind for so  
many years by the sensational newspapers and  
magazines. It is said to be a psychological  
fact that if a man repeats a lie often enough he  
will come to believe it himself in time. This may  
account for the acceptance by those who ought  
to know better of the belief that the meat pack-  
ers of the country have built up what the cen-

sus shows to be its leading industry upon a  
basis neither morally nor economically sound.

It would be interesting and it might be edu-  
cational to trace the evolution of the modern  
meat-packing industry, perhaps the most sci-  
entifically conducted of modern commercial  
enterprises, from its beginning in the wasteful  
and unsanitary slaughterhouse of the early days  
to the perfection of the present-day government  
inspected packing plant, where everything is  
saved and put to myriad by-product uses. It  
might be shown how the meat packer's ma-  
terial is highly perishable and expensive to  
handle and preserve, and that in order to  
avoid disaster he must reduce every move in  
his business to concrete figures, and revise  
those calculations every business day. It  
might be shown how, by a strict adherence to  
such a system, the packer has become the most  
successful business man of his day, even  
though the popular misapprehension as to the  
cause of this success is so complete.

These things might be set forth, but they  
would reach but a small percentage of the  
consuming public, since in this matter fic-  
tion is infinitely more profitable to the press  
than fact. It remains, therefore, to discuss  
only the basic business principle referred to,  
that you have a right to sell your stock in  
trade for more than it cost you.

The trade journal quoted above talks about  
prices "arbitrarily advanced." It is not  
clear whether this statement is based on its  
own inquiry or on the ancient patter of the  
daily press about "beef prices boosted." What  
the newspaper reporter or editor does not know  
about market prices or conditions would fill  
a whole library, but however uncomprehend-  
ing he may be as to the facts, he knows the  
meat industry to be a safe scapegoat, and he  
can always ring the changes on the "beef  
trust" headlines.

But a trade journal editor ought to know  
better, if he pretends to know anything. We  
commend this one, with the utmost respect,  
to a study of the market prices of livestock  
as compared to the prices charged for meats,  
and if he has any knowledge of conditions sur-  
rounding the meat-packing industry he may  
find that what he terms "arbitrary meat  
prices" is nothing more than the following out  
of the basic principle of sound business re-  
ferred to at the beginning of this discussion.

He pictures the "dressed beef men" as smart-  
ing under the sting of public reproof in the  
form of a meat boycott, and wonders if they  
will "have sense enough to realize the full sig-  
nificance of the present situation." It is safe  
to say that their realization of the situation is  
much more poignant (dictionary definition:  
"severely painful, acute to the spirit") than  
his, not to say clear. Taking his cue from a  
tradesman's study of the actual facts rather  
than from the popular newspaper fictions  
might clarify his expression somewhat.

## TRADE GLEANINGS

The city of Winston-Salem, N. C., will erect an abattoir at a cost of \$25,000.

William Waltke & Co., St. Louis, Mo., has awarded contract for the erection of a soap factory and warehouse.

The Tulsa Soap Company, Tulsa, Okla., has been incorporated with a capital stock of \$50,000 by K. B. Pence, M. Pence and J. B. Pence.

The Albert Lea Hide & Fur Company, Albert Lea, Minn., has commenced the erection of a new tannery and hide and fur storage house.

The machinery for the new Planters Oil Mill at Navasota, Tex., is being rapidly installed.

An annual dividend of 8 per cent. was declared at the annual meeting of the stockholders of the Farmers' Cotton Oil Company, La Grange, Ga., and the following officers were elected for the ensuing year: President, C. D. Hudson; vice-president, F. L. Hudson; secretary, W. D. Burks; treasurer and manager, D. A. Leman.

A charter has been issued to the Meadow Crushed Lime Fertilizer Company of Blount county, Tenn. The company is capitalized at \$5,000, and is composed of R. G. Cochran, V. K. Kiser, John Cotton and J. A. Hair.

The owners of the Sun Dial ranch have leased the old plant of the Union Meat Company at Troutdale, Ore., and are converting the buildings into feeding sheds. It is the

intention to provide facilities for feeding stock to be unloaded from trains destined for the stockyards, also to provide for large numbers of their own cattle, which are arriving almost daily in preparation for market. It is reported that negotiations are under way for another packing plant here, a tract of 62 acres having been sought for with that object in view.

The capacity of the John Peters packing plant at Williamsport, Pa., will be greatly increased.

The large packing plant which Steusloff Brothers and E. C. Cross & Son proposed to erect at Salem, Ore., will probably be located at Albany, Ore., if a suitable plot of ground is obtained.

The St. Louis Dressed Beef & Provision Company has transferred all its real estate and other property in St. Louis, Mo., to Swift & Company.

Around \$1,000 worth of meat was burned in Keregan & Company's smokehouse at Columbus, O.

The annual meeting of the American Hide & Leather Company will be held September 4. Books close August 15.

The Chickasaw Oil Mill, Memphis, Tenn., has been incorporated with a capital stock of \$75,000 by R. F. Tate, S. Tate and others.

The Farmers' Oil Mill, Anderson, S. C., will improve its plant.

The Cooper Manufacturing Company, Cooper, Ala., has been incorporated with a capital stock of \$4,000 by J. H. Roberts and others.

J. S. Patterson will install a crusher for pulverizing limestone for fertilizer at Elizabethtown, Ky.

Packhouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department.

### ARKANSAS COTTONSEED PRODUCTS.

Federal statistics of the latest census, covering the calendar year 1909, show that the cottonseed products industry was the second in importance of all industries in the State of Arkansas. The statistics presented include those for all establishments engaged primarily in extracting oil from cottonseed. In 1909 the industry gave employment to 1,086 wage earners and reported products valued at \$7,789,000. The total value of products increased 55.9 per cent. from 1899 to 1904 and 57.7 per cent. from 1904 to 1909, while the number of establishments increased from 20 to 42 during the earlier period and from 42 to 44 during the later period.

In 1909 Arkansas occupied sixth place among the States in the value of its crude cottonseed products, and seventh place in 1904. At both censuses it ranked sixth in the quantity of seed crushed.

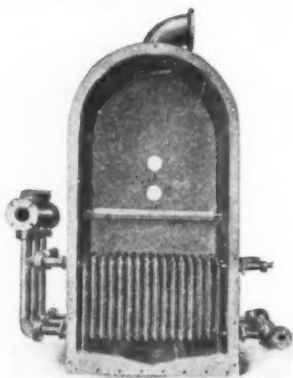
The quantity of cottonseed crushed increased 48,212 tons, or 25.4 per cent., from 1899 to 1904, and 40,110 tons, or 16.8 per cent., from 1904 to 1909. There was an increase in the quantity of each of the crude products manufactured, that for oil, the most important, being 32.3 per cent. from 1899 to 1904, and 19.6 per cent. from 1904 to 1909. During the decade the production of oil, meal and cake, and linters per ton of seed crushed increased, while that of hulls decreased.

The reduction in the weight of hulls may be accounted for by the closer delinting of the seed, which permits a better segregation of the meats from the hulls, and by the introduction of cold process mills which extract the oil from the seed without hulling.

The following table, which shows the quantity of the cotton seed crushed and the quantities of the principal products, indicates the steady growth of this important industry in Arkansas.

	1909.	1904.	1899.
Cottonseed, crushed, tons	278,337	238,227	190,015
Crude products, manufactured:			
Oil, gallons	11,435,430	9,557,668	7,224,971
Meal and cake, tons	116,709	94,263	65,459
Hulls, tons	94,200	84,374	90,683
Linters, pounds	12,889,498	8,572,572	4,613,519

### Save Your Tank Water



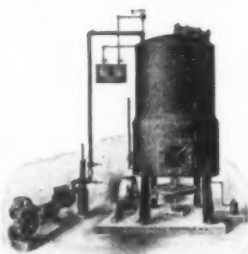
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Raw Material  
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Economical in  
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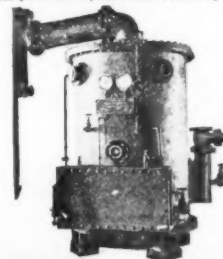
Absolutely  
Sanitary.

Superior  
Construction.

Catalog yours for the asking  
The Liesinger-Lembke Company  
BUFFALO, N. Y.

### TANKWATER

There's money in it for others and there's money in it for you. Save yourself all trouble by using the



### ZAREMBA PATENT EVAPORATOR

Built for Long Life, Hard Service  
and No Worry to its owner.

ZAREMBA CO. - Buffalo, N. Y.

**P**ACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

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Hartford City Paper Company - Hartford City, Indiana

## FOR PURCHASING DEPARTMENTS

### A MODEL MARKET IN PITTSBURGH.

One of the finest retail stores fitted up in a long time is that of the Mohican Company, which was opened recently in Pittsburgh, Pa. This company is conducting a chain of general markets in the different large cities, all of them being very large stores, handling everything in the food line. The new store in Pittsburgh is the handsomest of them all. There are separate departments for the various foodstuffs, each being a complete store in itself, and finished in the finest style, the different departments being for groceries, fresh, salt and smoked meats, butter and eggs.

The latter department is a novelty, the goods being sold directly from a cold air box. The fish department is unusual, the ice chambers for the storing of stock being separate from the show cases, yet conveniently situated. The novelty consists of an 8-foot case, the sides and roof being marble and opalite to match the other fixtures. There is a complete cleaning outfit, with running water, where the fish is scaled and cleaned, and where no scales can fly around, either side and front being protected. Every one knows how disagreeable fish scales are and how they stick.

This is something entirely new, and is the design of Charles Gloekler, of the Bernard Gloekler Company, who manufactured every bit of this set of fixtures in their own factory within the short space of five weeks. This is extraordinary, as the store is 110 feet deep by 50 feet wide, and there are 500 feet of counters and show cases. The tops are marble and plate glass and nickel, the fronts and sides are opalite. All the wood being very dark, it presents a particularly handsome appearance.

The big refrigerators and cutting department are in the rear, where cold air is furnished by a six-ton York ice machine. There are four cashier's offices, thirty computing scales, a fine delicatessen and cooked meat department and a complete bakery on the second floor, where bread, cake, pies, rolls and all kinds of pastry are baked fresh twice a day. There is also a big Carey safe, made by the Buffalo Safe Company, and four handsome National Cash registers.

The cellars are partitioned off into storerooms, where surplus stock of all kinds is

kept, besides a dark room for assorting eggs, and a complete compartment for paper, bags, twine, skewers and other supplies. The Bernard Gloekler Company of Pittsburgh have the best of reasons for being proud of their work in fitting up this store, which on its opening day was crowded to the doors from 7 a. m. until late at night. The Gloekler Company is known for the excellent work it does, handling everything from skewers to refrigerating machinery, besides a complete line of packing and slaughterhouse machinery of all kinds.

### OPEN OFFICE ON THE COAST.

The Swenson Evaporator Company, Chicago, Ill., have appointed Oliver Julian Williams agent for the Pacific Coast, with headquarters at 347 Monadnock Building, San Francisco. The growing business of the company in that section will receive full and careful attention at Mr. Williams' hands.

### A NEW BONE AND HEAD WASHER.

The trade will be interested in Brecht's bone and head washer advertised in this issue. The washer is substantially built of steel and cast iron rings, and revolves on roller bearings. The cylinder, 36 inches in diameter, constantly revolves as the product is passing through it. An overhead spray is fitted inside, and the water as it is lifted by the angles falls back on the product, thoroughly cleansing it. Prospective buyers of general packing equipment should communicate with their main office in St. Louis or any of their branches in New York, Denver or San Francisco.

### WILLIAMS' OIL CAKE CATALOG.

A new 28-page book, entitled "Oil Cake Catalog," is issued by the Williams Patent Crusher and Pulverizer Company of St. Louis, Mo. It gives illustrations and descriptions of the special machinery the company manufactures for use in cottonseed oil mills and other vegetable oil manufactories. The famous Hinged Hammer machine is illustrated and described as well as all other special machinery required for producing vegetable oils. The company is prepared to supply orders at once from tested machines in hand. Firms interested in this particular class of

machinery will be benefited by a study of the pages of the catalog, which will be forwarded on request.

### A KISSELKAR RECORD.

Covering 886 miles, hauling 192 tons, consuming 254 gallons of gasoline and 21 gallons of oil—that was last month's record of a two-ton KisselKar truck used by the Chester Brewing Company of Chester, Pa. The company considers this an exceptionally fine showing, especially so considering that more than 70 per cent. of the roads traversed are upgrade.

### MOVING LOTS OF GOODS.

At this time of the year business generally is quiet, but The Cincinnati Butchers' Supply Company, Cincinnati, Ohio, finds a growing demand for the "Boss" machines and appliances, "Beauty" refrigerators and fixtures manufactured by this firm. Last week, besides the regular shipments, it shipped six (6) carloads of its manufactured goods as follows:

One (1) carload of "Beauty" refrigerators and fixtures to Wagner Bros., Hamilton, Ohio, who are building one of the most modern markets in this section.

Three (3) carloads of "Beauty" refrigerators, refrigerator counters and fixtures to the Broadway Public Market, Detroit, Mich.

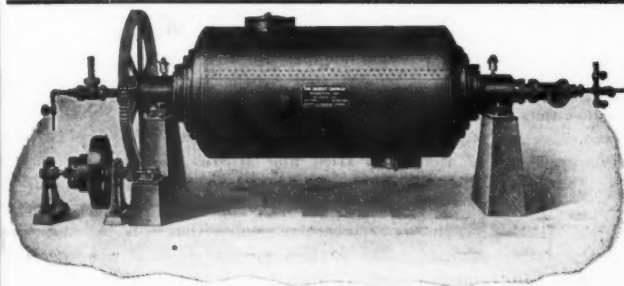
One (1) carload of "Boss" hog-scraping and "Boss" hoisting machines to Wm. Schludenberg & Son, Baltimore, Md.

One (1) carload of "Boss" hog-scraping and hoisting machines to the Nashville Abattoir Hide and Melting Association, Nashville, Tenn.

### PROPOSAL.

OFFICE PURCHASING COMMISSARY, U. S. ARMY, 39 Whitehall St., New York City, August 5, 1912.—Sealed proposals in triplicate for furnishing and delivering under Section 3732, Rev. Stats., U. S., 269,472 No. 3 cans of tomatoes will be received at this office until 10 o'clock A. M., September 5, 1912. Information furnished on application. Envelopes containing bids should be marked "Proposals for Subsistence Stores opened September 5, 1912," and addressed to Col. A. L. Smith, A. C. G., U. S. Army.

NO AGITATING ARMS. NO WEAR ON THE INNER SHELL



The Brecht Rotary Vacuum Dryer.

EQUIPPED WITH SPECIAL STICK FEED  
ABSOLUTELY ODORLESS

## THE BRECHT ROTARY VACUUM DRYER

FOR BLOOD, TANKAGE AND BONES

HAS NO EQUAL FOR ECONOMY IN OPERATING AND MAINTENANCE.  
PRODUCES DRY TANKAGE AT ONE-HALF THE COST OF ANY OTHER STEAM DRYER MANUFACTURED.

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TANKHOUSE, BY-PRODUCTS  
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HAMBURG BUENOS AYRES



# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Salem, N. J.—The Stratton Ice Company has been incorporated with a capital stock of \$25,000 by I. O. Action and J. F. Lyons.

Bridgeport, Conn.—Incorporation papers of the Bridgeport Cold Storage Company were filed with the town clerk last week showing the firm to be capitalized at \$25,000. The incorporators are John F. Kirwin, of Newark, N. J.; Frederick C. Mullins and Alexander M. Calam, of Bridgeport. The concern will conduct a wholesale and retail business in ice, meat, butter, milk and eggs.

Brooklyn, N. Y.—The Holt Ice Cream Company has been incorporated with a capital stock of \$25,000 by C. F. Holt, C. M. Davis and J. F. Coffey.

New York, N. Y.—The Vermont Hygeia Ice Company has been incorporated with a capital stock of \$250,000 by S. C. Whitbeck, of Mt. Vernon; J. T. E. Van Derveer, of New York, and O. Bowles, of Leonia, N. J.

Erie, Pa.—The Cooney Company has been incorporated with a capital stock of \$25,000 to deal in ice, etc.

Montgomery, Ala.—The Independent Ice Company has been incorporated with a capital stock of \$200,000. R. Gamble is president.

## ICE NOTES.

The citizens of Harlingen, Tex., have subscribed enough money to buy a strip of land on each side of the railroad 1,800 feet long and will present it to the St. Louis, Brownsville & Mexico railway, which will insure the town that the railroad will make improvements to the extent of \$185,000. The improvements will include a new passenger and freight depot, a cold storage plant that will hold five hundred cars of garden truck, an ice plant, more trackage, etc. A pre-cooling plant will be erected here by outside parties. Work on these contemplated improvements will begin as soon as the property is transferred.

Montgomery, Ala.—Robert Gamble, of Jacksonville, Fla., has closed up the details for the erection of an ice plant here. A 60-ton plant will be erected. The organization of the corporation has been left with his attorneys, who will doubtless file the papers this week. The capital stock of the company will be \$200,000. The officers and directors are Robert Gamble, of Jacksonville, president; W. C. Lewis, of Tallahassee, vice-president; A. M. Dixon, of Jacksonville, secretary and treasurer.

St. Louis, Mo.—The Anchor Cold Storage Company will enlarge its cold storage plant and install more equipment.

Yoakum, Tex.—W. L. Orth will erect an ice and cold storage plant with 40 tons capacity.

Crisfield, Md.—The Crisfield Ice & Electric Company's plant and large storage warehouse, valued at \$100,000, was destroyed by fire on August 15. There was \$40,000 insurance on the property.

## FUEL AND ECONOMY.

By John A. Kerley, Cincinnati, O.

(Continued from last week.)

The drawing of comparisons of results attained by different plants in different localities with a view of determining the most efficient and desirable outfit is a most difficult proposition to execute with any degree of accuracy, unless all the conditions are known and studied. A plant may be situated where the fuel haulage adds quite considerable to fuel cost, yet the location may cut the ice haulage cost away down. This can be better understood by bearing in mind that a ton of coal represents from 4 to 8 tons of ice, depending, of course, upon its quality and plant efficiency. Again, a stoker equipment designed for cheap fuel may or may not prove a paying proposition.

Interest on investment, cost of maintenance and cost on additional fuel haulage must be considered, for it must be borne in mind it costs as much to get a ton of 6,000 B. t. u. value coal from the mine to the boiler room as it does one of 14,000 B. t. u. Again, the many automatic stoking devices that have been placed upon the market of late, designed to handle this cheap nut and slack, has resulted in many cases in placing a fictitious value upon this class of fuel. This, coupled with cost of hauling 133 per cent. more fuel to get the same heat value, with its natural increased ratio of ash production, must be carefully considered, and each individual condition must be carefully studied from its many viewpoints before an intelligent conclusion can be arrived at.

It is some satisfaction to note the especial effort and determination that has been exercised in the past year or two to do something to bring more economical results. Those who have kept posted in the development of steam machinery as a prime mover realize the fact that most of this effort has been exerted in the engine-room designing and constructing for the higher steam pressures and velocities engines with quick opening and large ported valves, permitting of full boiler pressure on the piston to a point determined by the automatic governor, and giving the benefits to be derived by steam expansion as well as condensers that are tight and of ample capacity to give a high degree of vacuum. These are some of the economic improvements that have been effected.

There being, seemingly, no further economies possible on the reciprocating engine, other parts of the power plant have recently been critically explored, and we now find the mechanical mind pretty generally concentrated on the steam generating or boiler room and with encouraging results.

That furnace design and boiler installation has been one of guesswork to a marked ex-

tent is evidenced by the many and varied plans of construction that have been executed, some almost diametrically opposed to the others; perfection, however, is always claimed by their designers and builders.

It is of very recent date that an apparatus or device has been placed on the market that makes possible a correct checking up of the results attained. It was a Frenchman, I believe, named Orsat, who first placed in the hands of the engineer an instrument for making flue gas analysis, which probably is as valuable an instrument as the steam engine indicator. With this apparatus there is no more guesswork as to what is taking place in the furnace. It gives a correct reading of the percentage of CO<sub>2</sub>, which is the result of combustion as well as showing up any deficiencies or irregularities that exist and the nature of same. So now with the calorimeter giving us the available energy contained in fuel, and the Orsat, or flue gas apparatus, giving us a correct statement as to what we are getting out of it, there is no reason or excuse why we cannot design our furnaces and install our boilers in a way to produce these known and possible results.

The development of the steam turbine, with its high initial steam pressure and low exhaust pressure, showing a temperature as low as 78 degs. Fahr., is rapidly supplanting the reciprocating engine, especially in the larger units. In addition to its higher efficiency, its even balance, smooth running, freedom from shocks and jars, requiring less foundation as well as space for a given horsepower, and this item alone in towns and cities where these large plants are usually found are items of considerable consequence and importance.

There are several combinations of applications that show a decided improvement over present popular methods of ice manufacture. Most noteworthy, perhaps, is the combined compression and absorption plant, where the absorption outfit is designed with the necessary surface, etc., to make its operation with low-tension exhaust steam possible, and where the latent heat of liquefaction can be utilized. This combination in connection with a properly designed brine cooler, operated on the flooded system principle, together with proper furnace and boiler design for the fuel that can be profitably secured in this particular locality, makes a combination that is far in advance of what is in general use today in point of economy and efficiency.

The development of the internal-combustion engine, as well as the gas producer, should also receive some thought and consideration.

I cannot but feel that the days of the old, tried and trusted reciprocating engine are numbered; its extravagance demands it, and it is unquestionably a reflection upon our inventive genius that this has not been done years ago. The signs of the times indicate to me that we are nearing the dawn of a new era in power generation and transmission, that we are on the threshold of a decided and positive step forward, that shall and will be so pronounced as to cause us to abandon for all time our present popular and extravagant system of ice manufacture.

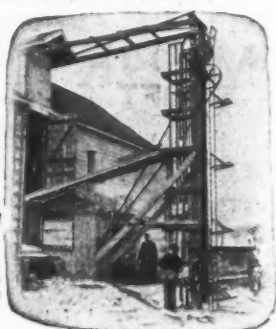
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ELEVATORS AND CONVEYORS**

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Economical Efficient

No Idle Men  
Let us submit estimate

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Best Quality  
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## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. **Send for Free Book**

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BALTIMORE, Joseph S. Wernig Transfer Co.  
BIRMINGHAM, Rounds Transfer & Warehouse Co.  
BOSTON, 120 Milk St., Chas. P. Duffee.  
BUFFALO, Keystone Transfer Co.  
CHICAGO, F. C. Schapper, Wakem & McLaughlin  
CINCINNATI, Pan Handle Storage Warehouse,  
The Burger Bros. Co.  
CLEVELAND, General Cartage & Storage Co.,  
Henry Bollinger.  
DETROIT, Riverside Storage & Cartage Co.,  
Ltd., Newman Bros., Inc.  
DENVER, Denver Transit & Warehouse Co.  
DALLAS, Oriental Oil Co.  
EL PASO, El Paso Storage Warehouse Co.  
FORT WORTH, Western Warehouse Co.  
HOUSTON, Texas Warehouse Co.  
INDIANAPOLIS, Railroad Transfer Co.  
JACKSONVILLE, St. Elmo, W. Acosta.  
KANSAS CITY, Crutcher Warehouse Co.  
LIVERPOOL, Peter R. McQuile & Son.  
LOS ANGELES, United Iron Works.  
LOUISVILLE, Louisville Public Warehouse Co.

MILWAUKEE, Central Warehouse.  
MEMPHIS, Patterson Transfer Co.  
MEXICO, D. F., Ernst O. Heinsdorf.  
NEWARK, Brewers' & Bottlers' Supply Co.  
NEW ORLEANS, Iron Warehouses.  
NEW YORK, Roessler & Hasselacher Chemical  
Co., Shipley Construction & Supply Co.  
NORFOLK, Nottingham & Wrenn Co.  
OKLAHOMA, O. K. Transfer & Storage Co.  
PHILADELPHIA, Henry Bower Chemical Mfg. Co.  
PITTSBURGH, Pennsylvania Transfer Co., Ltd.,  
Mueller & Kusen.  
PROVIDENCE, Rhode Island Warehouse Co.  
ROCHESTER, Rochester Carting Co.  
SALT LAKE CITY, Utah Soap Co.  
ST. LOUIS, McPheeters Warehouse Co., Pillsbury,  
Becker Eng. & Sup. Co.  
SAN ANTONIO, Oriental Oil Co.  
SAN FRANCISCO, United Iron Works.  
SAVANNAH, Benton Transfer Co.  
SPOKANE, United Iron Works.  
SEATTLE, United Iron Works.  
TOLEDO, Moreton Truck & Storage Co.  
WASHINGTON, Littlefield, Alvord & Co.

**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.**

### ITALY USES MORE FROZEN MEAT.

In a report concerning Italian commerce during the past year made to Daily Consular and Trade Reports, U. S. Consul General James A. Smith, some interesting comments on the Italian meat supply are made:

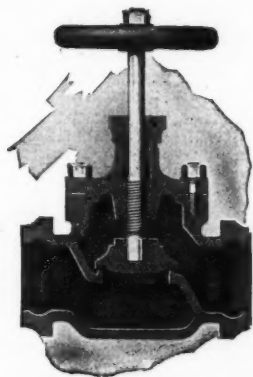
The large increase during the year of imports of livestock was particularly noticeable. The arrivals of livestock, from the River Plate, in Italy, during 1911 amounted to about 34,000 head of bullocks, of which about one-third went through to Switzerland. The arrivals reached their highest point during June and July when, respectively, 12 and 10 steamers with about 7,000 and 4,500 bullocks were discharged at Genoa. During the whole year the cattle found a ready sale at fair prices.

The cattle for Italy were chiefly sold at Rome and Milan, and from April to September served to supply the army. The breeds of bullocks imported were of the so-called mestizo, Durham and Hereford, weighing, on an average, about 600 kilos (1,320 pounds) alive, and the meat had the approval of the public, although in several instances it was found too fat. All cattle shipped arrived in Italy in perfectly sound and healthy condition, and not a single case of foot-and-mouth disease, anthrax, or any other disease was reported, so that every head shipped was landed and introduced in Italy, as well as in Switzerland, without difficulty.

During the summer months the death rate during the voyage from the River Plate to Genoa was a heavy one, owing to the extraordinary hot weather, and considerable uneasiness was experienced when the insurance companies, chiefly in England, did not comply with their engagements and refused to pay the losses, compelling the insured to apply to the court of justice for settlement of their claims. This caused considerable alarm on this side as well as in Argentina, and in the latter country the government even interfered and issued a decree by which the space for cattle on board steamers was restricted, much to the disadvantage of ship-owners, and a strong advance in freights ensued. This, together with a higher insurance premium, handicapped the cattle business severely, and its effects were felt during the first months of 1912, when shipments from the River Plate were considerably less than in the corresponding months of 1911, and according to available tonnage for cattle the import from Argentina into Italy

(Continued on page 43.)

### WATCH PAGE 48 FOR BUSINESS CHANCES



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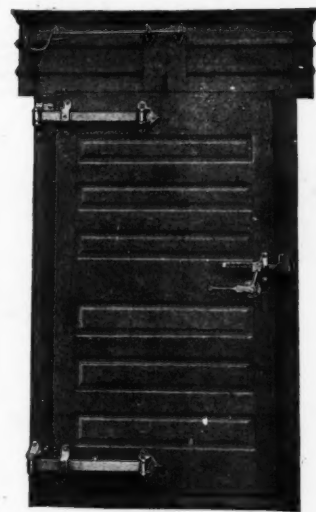
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## The Largest Artificial Ice Storage in the World

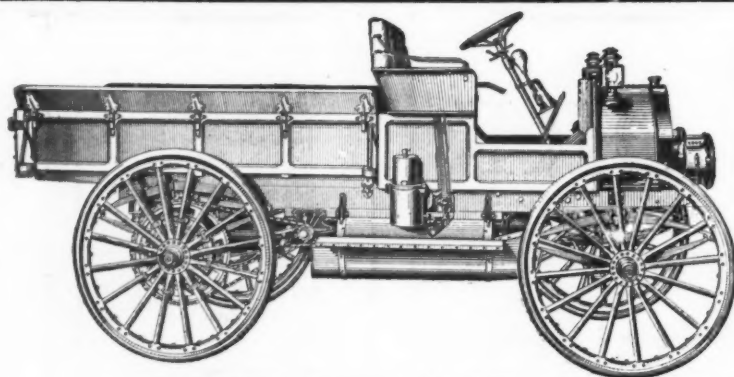
Here's an interior view of the Colorado Ice and Storage Company's new ice storage at Denver—165 feet long, 65 feet wide and 61 feet high. It has a capacity of 14,500 tons of ice and cost complete but \$4.00 per ton of ice stored. The building is lined throughout with four inches of

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(INCORPORATED)

519 HARVESTER BUILDING, CHICAGO, U S A



## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Prices Advancing—Confidence Growing—Hog Movement Moderate—Some Reports of Hog Cholera—Pronounced Strength in Cattle a Factor—New High Cattle Prices Made.**

The speculative market in contracts has shown a hardening tone during the past week, and the entire list has slowly improved, affected by an increasing confidence in the values and a growing belief that the supplies of hogs will fall off surely in the early fall. The confidence in the situation has been stimulated to some extent by the decided strength in cattle, and the advance in cattle to new high levels. Choice steers at Chicago are over the 10c. mark, and not enough are coming in to supply the demand. Hogs have steadily improved, prices this week showing a further advance over last week, and last week showed an advance over the preceding week. Prices are 50@75c. per hundred over last year. This is reflected in the prices of product. Pork is about 75c. a barrel over last year for September, and nearly \$2.50 higher per barrel for January than a year ago. In ribs the prices are from 1@1¼c. higher than last year, while in lard the quotations are about 2c. a pound over last year.

Considerable speculative buying came into the market early this week on reports that hog cholera had developed in Illinois and Iowa, and was assuming considerable proportions. Fear was expressed lest the conditions might become as serious as they have in some of the recent years. Possibil-

ity of this in view of the moderate supplies of hogs, brought in a good deal of buying, while the position of the product market continues to be held very firmly by the large interests which have controlled the situation for weeks past.

The movement of cattle last week at the interior was slightly more than the preceding week, stimulated by the high prices, but the prices have not been weakened to any appreciable extent by the increased movement. Prime steers have sold as high as \$10.45. The average price of cattle at Chicago last week was \$8.15, compared with \$6.75 last year; and it was only six years ago that prices were down to \$5.35. The movement of sheep was more liberal, and exceeded last year. The price of sheep does not advance in keeping with the rest of the market. With the exception of last year, prices are lower than they have been at the corresponding time during the past six years.

The average weights of the hogs coming into Chicago are very good. The average for the past week was 241 pounds, compared with 237 pounds the previous week, and 252 pounds last year. The low price for feeding stuffs is naturally expected to result in heavy weights for the hogs, although if any scare develops in the country regarding possible spread of the hog cholera it is probable that the weights will reflect this through the marketing of unfinished stock.

The general situation in meat products of all kinds, particularly the pronounced strength in cattle and beef, intensifies the situation in hog products, and create a factor which must be reckoned with very seri-

ously in sizing up the probable movement of prices for the next few months. The high price of cattle and beef naturally tends to increase the demand upon hog products, and this is expected to result in material increase in the demand for meats, particularly. The demand for lard is still reported slow. The high prices prevailing seem to effectually bar any material gain in the distribution of lard. The very size of the stock seems to stand in the way of the demand, while the lower price for compound lard makes that attractive on the price question instead of the Western lard. The recent break in cotton of 2c. a pound on confidence in an improvement in the cotton crop, indicates that the probable supply of seed this year will be more than expected, and with a lower price for oils as a result of these larger seed supplies, the competitive basis for compound lard will suggest a larger distribution in comparison with Western lard.

The general supply of animal fats does not appear to be heavy outside of the lard market. The position of the tallow markets is very firm, and the supplies of edible fats, both vegetable and animal, does not promise to be burdensome, particularly if the expected decrease in the movement of live hogs materializes in the early fall.

In the feed stuffs markets there has been a further decline in new crop corn values to new low records for the season, due to increasing confidence in a big crop. There were further rains during the week, and the past few days there have been fine rains throughout the Southwest. The bread and feed stuffs situation promises to be a much

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better one this year than it has been for the past. The supply of food grains is larger than last year, the supply of vegetables is much larger than last year, the report on the feed stuffs crops, and the pasturage conditions indicate much larger crops than last year, possibly of record size, while the fruit crop throughout the country is, with few exceptions, better than the average. This increased supply of food grains, of vegetables and of fruits, will naturally tend to reduce the cost of living, and such conditions may have considerable influence on hog product values.

**LARD.**—The market is very firm with the advance West. Demand is somewhat better and offerings are moderate. City steam, 10½c.; Middle West, \$11@11.10; Western, \$11.20; refined Continent, \$11.35; South American, \$12.05; Brazil, kegs, \$13.05; compound lard, 8½@8¾c.

**PORK.**—The market has advanced with the West, but with quiet trade. Mess is quoted at \$20@20.50; clear, \$19.50@21; family, \$20@21.

**BEEF.**—The supplies of beef are very light, and prices are held more firmly. The small receipts of cattle West and steadily advancing prices for livestock are having a direct bearing on the market. Quoted: Family, \$18.50@19; mess, \$16@16.50; packet, \$17@17.50; extra India, mess, \$29.50@30.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, August 14, 1912:

**BACON.**—Amsterdam, Holland, 63,452 lbs.; Antwerp, Belgium, 346,250 lbs.; Bordeaux, France, 10,209 lbs.; Colon, Panama, 10,055 lbs.; Genoa, Italy, 320,000 lbs.; Glasgow, Scotland, 102,474 lbs.; Havana, Cuba, 21,607 lbs.; Havre, France, 5,193 lbs.; Kingston, W. I., 653 lbs.; Limon, C. R., 482 lbs.; Liverpool, England, 1,441,100 lbs.; Manchester, England, 39,744 lbs.; Natal, Africa, 1,437 lbs.; Para, Brazil, 34,773 lbs.; Rotterdam, Holland, 80,725 lbs.; Santiago, Cuba, 42,216 lbs.; Tampico, Mexico, 3,430 lbs.; Wiborg, Russia, 72,734 lbs.

**HAMS.**—Antwerp, Belgium, 95,020 lbs.; Cayenne, French Guiana, 3,646 lbs.; Christiania, Norway, 5,207 lbs.; Colon, Panama, 18,903 lbs.; Demerara, British Guiana, 6,496

lbs.; Glasgow, Scotland, 319,800 lbs.; Havana, Cuba, 8,160 lbs.; Kingston, W. I., 2,606 lbs.; Limon, C. R., 1,287 lbs.; Liverpool, England, 758,480 lbs.; Maracaibo, Venezuela, 74,004 lbs.; Nassau, Bahamas, 2,190 lbs.; Port au Prince, W. I., 2,919 lbs.; Puerto Mexico, 794 lbs.; St. Johns, N. F., 11,105 lbs.; Sanchez, San Dom., 5,679 lbs.; Santiago, Cuba, 5,252 lbs.; Southampton, England, 271,035 lbs.; Stockholm, Sweden, 3,394 lbs.; Tampico, Mexico, 1,107 lbs.; Vera Cruz, Mexico, 4,256 lbs.

**LARD.**—Aberdeen, Scotland, 9,096 lbs.; Acapulco, Salvador, 39,832 lbs.; Accra, W. Africa, 1,600 lbs.; Amapola, Honduras, 22,210 lbs.; Amsterdam, Holland, 12,825 lbs.; Antwerp, Belgium, 103,962 lbs.; Barbados, W. I., 25,026 lbs.; Buenos Aires, A. R., 1,440 lbs.; Batavia, Java, 1,645 lbs.; Beira, E. Africa, 12,000 lbs.; Cape Town, Africa, 14,700 lbs.; Cayenne, French Guiana, 18,400 lbs.; Christiania, Norway, 6,425 lbs.; Colombo, Ceylon, 500 lbs.; Colon, Panama, 32,752 lbs.; Copenhagen, Denmark, 21,899 lbs.; Demerara, British Guiana, 2,100 lbs.; Genoa, Italy, 17,600 lbs.; Glasgow, Scotland, 175,013 lbs.; Hamburg, Germany, 211,730 lbs.; Havana, Cuba, 84,040 lbs.; Havre, France, 13,700 lbs.; Kingston, W. I., 3,380 lbs.; Lagos, Nigeria, 4,275 lbs.; Limon, C. R., 8,794 lbs.; Liverpool, England, 585,861 lbs.; Malta, Island of, 9,800 lbs.; Manchester, England, 99,834 lbs.; Maracaibo, Venezuela, 5,366 lbs.; Nassau, Bahamas, 17,215 lbs.; Natal, Africa, 880 lbs.; Newcastle, England, 1,775 lbs.; Para, Brazil, 15,716 lbs.; Port au Prince, W. I., 52,165 lbs.; Puerto Mexico, 3,000 lbs.; Punta Arenas, C. R., 23,600 lbs.; Rotterdam, Holland, 691,450 lbs.; St. Johns, N. F., 2,131 lbs.; Sanchez, San Dom., 46,626 lbs.; Sandefjord, Norway, 3,250 lbs.; Santiago, Cuba, 8,708 lbs.; Savannah, Colombia, 12,827 lbs.; Southampton, England, 93,847 lbs.; Trieste, Austria, 23,750 lbs.; Tumaco, Colombia, 7,600 lbs.; Turks Island, Bahamas, 2,030 lbs.; Vera Cruz, Mexico, 59,968 lbs.

**LARD OIL.**—Cape Town, Africa, 500 gals.; Hamburg, Germany, 50 bbls.; Puerto Mexico, 652 gals.

**PORK.**—Antwerp, Belgium, 10 bbls.; Cape Town, Africa, 10 bbls.; Cayenne, French Guiana, 48 bbls.; Christiania, Norway, 50 bbls.; Colon, Panama, 32 bbls.; Gothenberg,

Sweden, 25 bbls.; Hamburg, Germany, 50 bbls.; Kingston, W. I., 179 bbls.; Limon, C. R., 8 bbls.; Liverpool, England, 110 tcs., 50 bbls.; Nassau, Bahamas, 52½ bbls.; Port au Prince, W. I., 211 bbls.; St. Johns, N. F., 274 bbls.; San Andreas, 6 bbls.; Sanchez, San Dom., 20 bbls.; Sandefjord, Norway, 85 bbls.

**SAUSAGES.**—Antwerp, Belgium, 90 pa.; Colon, Panama, 99 pa.; Liverpool, England, 50 bxs.; Sanchez, San Dom., 143 pa.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Saturday, August 10, 1912, with comparative tables:

PORK, BBLs.			
To—	Week ending Aug. 10, 1912.	Week ending Aug. 12, 1911.	From Nov. 1, '11, to Aug. 10, 1912.
United Kingdom...	369	203	17,519
Continent .....	66	205	12,268
So. & Cen. Am. ....	111	525	14,195
West Indies .....	863	866	42,026
Br. No. Am. Col. ....	18	26	16,296
Other countries ..	18	.....	504
Total .....	1,418	1,825	102,808

MEATS, LBS.			
United Kingdom...	7,992,750	9,113,100	262,865,762
Continent .....	575,500	647,425	37,421,880
So. & Cen. Am. ....	135,475	66,850	5,089,229
West Indies .....	322,400	203,425	12,936,000
Br. No. Am. Col. ....	24,150	.....	136,750
Other countries ..	24,150	.....	1,140,825
Total .....	9,050,275	10,030,800	319,590,442

LARD, LBS.			
United Kingdom...	4,502,500	4,180,175	217,337,167
Continent .....	2,561,400	5,051,400	191,245,590
So. & Cen. Am. ....	719,500	271,600	24,223,350
West Indies .....	1,137,750	681,350	39,251,057
Br. No. Am. Col. ....	.....	2,232	972,196
Other countries ..	37,000	.....	1,729,100
Total .....	9,158,150	10,186,957	474,758,460

#### RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	913	3,469,525	3,267,200
Boston .....	195	2,177,750	2,126,800
Philadelphia .....	.....	63,000	715,000
Baltimore .....	.....	.....	177,500
New Orleans .....	270	81,000	624,000
Galveston .....	.....	.....	93,000
Montreal .....	40	3,148,080	1,529,000
Mobile .....	.....	111,000	626,000
Total week .....	1,418	9,050,275	9,158,150
Previous week ..	1,734	9,219,675	7,103,690
Two weeks ago ..	1,800	8,026,825	7,611,870
Cor. week last y'r	1,825	10,030,800	10,186,957

#### COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '11, to Aug. 10, '12.	Same time last year.	Increase.
Pork, lbs. ....	20,561,600	19,179,200	1,382,400
Meats, lbs. ....	319,590,442	295,879,948	23,710,494
Lard, lbs. ....	474,758,460	453,555,093	21,203,367

#### FOREIGN COMMERCIAL EXCHANGE.

New York, August 16.—Foreign commercial exchange rates were quoted today as follows:

London—			
Bankers' 60 days.....	4.8106@4.8420		
Demand sterling .....	4.87 @ 4.8705		
Paris—			
Commercial, 90 days....	5.23½—1.10@5.23½		
Commercial, 60 days....	5.21½—1.10@5.21½		
Commercial, sight .....	5.19½—1.10@5.19½		
Berlin—			
Commercial, 60 days....	94½ @ 94 5-16		
Commercial, sight .....	94 15-16 @ 95		
Antwerp—			
Commercial, 60 days....	5.25 @ 5.24½		
Amsterdam—			
Commercial, 60 days....	40 @ 40-1-32		

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, August 8, 1912, as shown by A. L. Russell's report, are as follows:

Steamer and Destination.	Oil Cake. Bbls.	Cottonseed Oil. Bbls.	Bacon and Butter. Hams. Boxes.	Tallow. Pkgs.	Beef. Pkgs.	Pork. Bbls.	Lard. Tcs. and Pkgs.
Cedric, Liverpool .....	2903	.....	2792	.....	94	.....	390 3920
Lusitania, Liverpool .....	.....	.....	669	.....	25	.....	204 1665
Majestic, Southampton .....	.....	.....	.....	.....	.....	.....	..... 200
Philadelphia, Southampton .....	.....	.....	812	.....	.....	.....	75 650
Kansas City, Bristol .....	.....	.....	.....	.....	100	.....	.....
Buffalo, Hull .....	.....	.....	851	.....	25	435	5314
Columbia, Glasgow .....	.....	.....	387	.....	15	.....	10 70
President Grant, Hamburg .....	.....	1150	225	.....	.....	1220	625
Sommelsdyk, Rotterdam .....	3500	.....	.....	.....	.....	.....	.....
Vaderland, Antwerp .....	2703	.....	815	.....	70	127	127 1300
Kronprinzessin Cecilie, Bremen .....	.....	.....	.....	.....	.....	.....	10
Anglo-Columbian, Havre .....	.....	125	35	.....	.....	.....	90 1220
La Savoie, Havre .....	.....	.....	.....	.....	.....	.....	25 50
Roma, Marseilles .....	500	.....	77	175	.....	.....	25 825
Provincia, Marseilles .....	.....	.....	.....	.....	.....	.....	.....
Patris, Mediterranean .....	460	.....	.....	.....	.....	.....	.....
Calabria, Mediterranean .....	125	.....	640	.....	.....	.....	..... 200
Athinai, Mediterranean .....	100	.....	.....	.....	.....	.....	.....
San Guglielmo, Mediterranean .....	.....	.....	.....	.....	.....	.....	..... 650
Pannonia, Mediterranean .....	.....	.....	30	.....	.....	20	..... 100
Total .....	9606	1960	7333	175	204	172	2611 16789

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### E. S. GRANT

Pork and Beef Products

LARD, TALLOW AND GREASES A SPECIALTY

25 Swift Building Cincinnati, O.

# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The unanimity of opinion is that a reaction in tallow values is not imminent. The better grades, especially, show underlying strength, and it seems difficult to locate fair quantities. In these descriptions there has been a fair business this last week and holders were enabled to receive full asking prices. The lower grades were inclined to sag, or at least did not meet with the same inquiry. However, the general strength of the grease situation was not ignored.

Scarcity and high price of cattle is undoubtedly the cause of the maintenance of values. It is argued by some that the urgent demand for tallow is about over, and with more or less of the lower grades still to be had, a material advance is not likely. Notwithstanding this it was asserted that those in need of supplies were rather uncomfortable.

The foreign news was moderately bullish, although not surprisingly so. At the London auction sale prices were 6d. higher in most instances, and there were 1,191 casks sold of 1,353 offered. American prices remain above a parity, so that export business is trivial and it is apparent that the foreign demand is being supplied by other countries. Some export business in greases was reported.

Prime city tallow was quoted at 6½c.; city specials, 7@7½c., and country, 6½@7c., as to quality.

**STEARINE.**—The undertone was unmistakably firmer. Supplies of oleostearine were moderate at first, but became lighter during the latter part of the week. With the improved compound lard business, the tendency of values was only natural. The market was quoted at 13c. nominal.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

**GREASE.**—The market is quiet but steady. Supplies are not heavy, and a fairly steady tone prevails. Quotations: Yellow, 5½@5¾c.; bone, 5½@6¼c.; house, 5½@6c.; "B" and "A" white, nominal.

**GREASE STEARINE.**—The market is dull but steady. Yellow, 6@6¼c., and white, 6½@6¾c.

**OLEO OIL.**—There has been further advance, with good business to outside points. Rotterdam is firm and higher, and the demand keeps up. Supplies are well sold up, and offerings are moderate. Choice is quoted at 13¾c.; New York, medium, 10½c.; Rotterdam, 77 florins.

**COCOANUT OIL.**—The market is firmly held with light supplies on the spot. Offerings for shipment are small, and foreign demand continues to absorb the supplies. Quotations: Cochin, 9¾@10c.; shipment, 9¾c.; Ceylon, 8¾c.; shipment, 8½@8¾c.

**PALM OIL.**—The market is firm, with a somewhat better demand. The offerings from abroad are well held and at firmer prices. Quoted: Prime red spot, 6½@6¾c.; do. to arrive, 6½@6¾c.; Lagos, spot, 6¾@6¾c.; to arrive, 6½@6¾c.; palm kernel, 8½@8¾c.; shipment, 8¼@8¾c.

**CORN OIL.**—Trade is quiet, with the market showing very little feature. Prices are quoted at \$5.85@6 in car lots.

**SOYA BEAN OIL.**—The market is quiet but steadily held, both on the spot and to arrive. Spot is quoted at 6½@6¾c., while shipment oil is 6½@6½c.

**NEATSFOOT OIL.**—The situation is practically unchanged. Demand is not large, but offerings are limited and well taken. Quotations: For 20 cold test, 98c.@\$1; 30 do., 87@88c.; 40 do., water white, 82c.; prime, 62@63c.; low grade off yellow, 60@61c.

### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, August 14, 1912:

**BEEF.**—Antwerp, Belgium, 94 bbls.; Barbados, W. I., 25 bbls.; Bremen, Germany, 10 bbls.; Cape Town, Africa, 50 bbls.; Cardiff, Wales, 25 bbls., 95 tcs.; Cayenne, French Guiana, 350 bbls.; Christiania, Norway, 225 bbls.; Colon, Panama, 35 bbls.; Copenhagen, Denmark, 100 bbls.; Demerara, British Guiana, 48½ bbls.; Glasgow, Scotland, 30 bbls., 107 tcs.; Hamburg, Germany, 50 bbls.; Kingston, W. I., 22 bbls., 6 tcs.; Limon, C. R., 28 bbls.; Liverpool, England, 65 tcs., 25 bbls.; Nassau, Bahamas, 21½ bbls.; Port au Prince, W. I., 58 bbls.; St. Johns, N. F., 472 bbls.; San Andreas, 50 bbls.; Sanchez, San Dom., 7½ bbls.; Sandefjord, Norway, 150 bbls.

**OLEOMARGARINE.**—Barbados, W. I., 8,000 lbs.; Colon, Panama, 12,840 lbs.; Limon, C. R., 1,800 lbs.; Nassau, Bahamas, 1,318 lbs.; Port au Prince, W. I., 4,545 lbs.; Sanchez, San Dom., 3,280 lbs.; Santiago, Cuba, 2,400 lbs.; Vera Cruz, Mexico, 1,100 lbs.

**OLEO OIL.**—Antwerp, Belgium, 225 tcs.; Bremen, Germany, 40 tcs.; Christiania, Nor-

way, 95 tcs.; Christiansand, Norway, 25 tcs.; Constantinople, Turkey, 50 tcs.; Copenhagen, Denmark, 155 tcs.; Glasgow, Scotland, 35 tcs.; Hamburg, Germany, 420 tcs.; Liverpool, England, 75 tcs.; London, England, 200 tcs.; Malmo, Sweden, 170 tcs.; Naples, Italy, 330 tcs.; Piraeus, Greece, 95 tcs.; Rotterdam, Holland, 3,250 lbs.; Southampton, England, 250 tcs.; Stockholm, Sweden, 35 tcs.

**TALLOW.**—Antwerp, Belgium, 25,500 lbs.; Havana, Cuba, 35,350 lbs.; Liverpool, England, 7,212 lbs.; Riga, Russia, 26,878 lbs.; Rotterdam, Holland, 3,780 lbs.; Savanilla, Colombia, 26,273 lbs.

**TALLOW OIL.**—Rotterdam, Holland, 200 tcs.

**TONGUE.**—Antwerp, Belgium, 8 bbls.; Liverpool, England, 35 tcs.

**CANNED MEAT.**—Amsterdam, Holland, 50 cs.; Beira, E. Africa, 96 cs.; Bristol, England, 670 cs.; Buenos Aires, A. R., 506 cs.; Cape Town, Africa, 550 cs.; Cayenne, French Guiana, 150 pa.; Colon, Panama, 160 cs.; Demerara, British Guiana, 199 cs.; Fuime, Austria, 25 bbls.; Glasgow, Scotland, 1,598 cs.; Havre, France, 245 cs.; Limon, C. R., 42 cs.; Liverpool, England, 150 cs.; San Andreas, 185 cs.; Santiago, Cuba, 38 cs.; Vera Cruz, Mexico, 196 cs.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, August 14.—Latest market quotations on chemicals and soapmakers' supplies are as follows: 74 per cent. caustic soda, \$1.70 basis 60 per cent.; 76 per cent. caustic soda, \$1.70 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2¾c. per lb.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; talc, 1¼@1½c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$7.50 per ton of \$2,000 lbs.; silicate soda, 85c. per 100 lbs., no charge for barrels; borax, 4½c. per lb.; chloride of lime in casks \$1.50 and in bbls. \$2 per 100 lbs.; carbonate of potash, 4@4½c. per lb.; electrolytic caustic, 90@92 per cent., 4¾@5c. per lb.

Genuine Lagos palm oil in casks, 6¾@7c. per lb.; clarified palm oil in bbls., 7c. per lb.; prime red palm oil in casks, 6¾@6½c. per lb.; palm kernel oil in casks about 1,200 lbs., 8¾@8½c. per lb.; green olive oil, 75c. per gal.; yellow olive oil, 80c. per gal.; green olive oil foots, 7@7¼c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil, 8¾@8½c. per lb.; Cochin coconut oil, 9¾@10c. per lb.; cottonseed oil, 6½@6¾c. per lb.; corn oil, 5.90@6c. per lb.; Soya bean oil, 6½@6¾c. per lb.

Prime city tallow, 6½c. per lb.; oleo stearine, 12½@13c. per lb.; house grease, 6@6¼c. per lb.; brown grease, 5¼@5½c. per lb.; yellow packer's grease, 5½@5¾c. per lb.

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## COTTON OIL CABLE MARKETS

## Hamburg.

(By Cable to The National Provisioner.)

Hamburg, August 16.—Market dull. Quotations: Choice summer white oil, 70 marks; butter oil, 70 $\frac{1}{4}$  marks; summer yellow, 64 $\frac{3}{4}$  marks.

## Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, August 16.—Market dull. Quotations: Prime summer yellow, 38 $\frac{1}{8}$  florins; choice summer white, 41 $\frac{1}{8}$  florins, and butter oil, 41 $\frac{1}{4}$  florins.

## Antwerp.

(By Cable to The National Provisioner.)

Antwerp, August 16.—Market easy. Quotations: Summer yellow, 80 francs.

## Marseilles.

(By Cable to The National Provisioner.)

Marseilles, August 16.—Market easy. Quotations: Prime summer yellow, 82 $\frac{1}{2}$  francs; prime winter yellow, 88 $\frac{3}{4}$  francs; choice summer white oil, 87 francs.

## Liverpool.

(By Cable to The National Provisioner.)

Liverpool, August 16.—Market dull. Quotations: Prime summer yellow, 32s.; summer yellow, 32 $\frac{1}{8}$ s.

## SOUTHERN MARKETS

## Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., August 15.—September crude cottonseed oil, 40c., with trading nominal. Spot meal is quoted \$25.75, and hulls at \$5 Atlanta, loose.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., August 15.—Cottonseed oil market dull. Crude basis prime nominally 40 @ 41c. Prime 8 per cent. meal, \$26.50 @ 27. Hulls dull at \$6.75 loose.

## COTTONSEED OIL MARKET.

(Special Letter to The National Provisioner from Aspegren &amp; Co.)

New York, August 14.—Since our last report the market for the new by deliveries was weak and under heavy liquidation very nearly all week, and same forced values down some 30 points for August and 32 points for September and October. The later deliveries, notwithstanding heavy selling of new crop crude (principally by the Texas mills), only followed to the extent of some 10 to 14 points. On Tuesday morning the low levels for the week were established. At this time a heavy buying movement seems to have set in, and whereas sellers heretofore were plentiful, they suddenly became scarce and values quickly responded. To assist matters the decline in the cotton market was also checked, and the past few days has also had a substantial advance. The predicted break in the lard market also failed to materialize. Also when offerings seemed to be so readily absorbed shorts also became nervous and joined the buying ranks. The market the past two days recovered very nearly all of the week's loss.

The domestic consuming demand has been good all week. At the low levels Europe was also a fair buyer.

At the close of the week the market looks

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strong. The Texas crude mills show less anxiety to sell on the advance. Cotton and lard are also strong. The outcome, however, will depend on whether the consumer will continue to buy as heavily on the advance as they did earlier in the week.

## OLEO OIL AND NEUTRAL LARD.

(Special Letter to The National Provisioner.)

New York, August 15.—New records were made this week in cattle prices; the supply is light and will continue so. Higher prices is the prospect for all cattle products.

Hog receipts are falling off, and there is talk about cholera among the hogs, which would lead to a higher lard market, and explains the rapid advance in the price of lard this week.

The market is very strong at present for all cattle and hog products, and promises to bring higher prices in the very near future.

## GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, August 14.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 13c.; 10@12 lbs. ave., 12 $\frac{3}{4}$ c.; 12@14 lbs. ave., 12 $\frac{1}{2}$ c.; 14@16 lbs. ave., 12 $\frac{1}{4}$ @12 $\frac{3}{4}$ c.; 18@20 lbs. ave., 12 $\frac{1}{2}$ @12 $\frac{3}{4}$ c. Sweet pickled, 8@10 lbs. ave., 13c.; 10@12 lbs. ave., 12 $\frac{3}{4}$ c.; 12@14 lbs. ave., 12 $\frac{1}{4}$ @12 $\frac{3}{4}$ c.; 14@16 lbs. ave., 12@12 $\frac{3}{4}$ c.; 18@20 lbs. ave., 12 $\frac{1}{2}$ @13c.

Skinny Hams—Green, 14@16 lbs. ave., 14c.; 16@18 lbs. ave., 14c.; 18@20 lbs. ave., 14c.; 22@24 lbs. ave., 13 $\frac{1}{4}$ @13 $\frac{1}{2}$ c. Sweet pickled, 14@16 lbs. ave., 13 $\frac{1}{4}$ c.; 16@18 lbs. ave., 13 $\frac{1}{4}$ @13 $\frac{1}{2}$ c.; 18@20 lbs. ave., 13 $\frac{1}{4}$ c.; 22@24 lbs. ave., 12@12 $\frac{3}{4}$ c.

New York Shoulders—Green, 10@12 lbs. ave., 9 $\frac{3}{4}$ c. Sweet pickled, 10@12 lbs. ave., 9 $\frac{1}{2}$ c.

Picnic Hams—Green, 5@6 lbs. ave., 9 $\frac{3}{4}$ c.

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NEW YORK

6@8 lbs. ave., 9 $\frac{1}{4}$ c.; 8@10 lbs. ave., 9 $\frac{1}{4}$ c.; 10@12 lbs. ave., 9c. Sweet pickled, 5@6 lbs. ave., 9 $\frac{3}{4}$ c.; 6@8 lbs. ave., 9 $\frac{1}{4}$ c.; 8@10 lbs. ave., 9 $\frac{3}{4}$ c.; 10@12 lbs. ave., 9c.

Clear Bellies—Green, 6@8 lbs. ave., 14 $\frac{1}{4}$ c.; 8@10 lbs. ave., 13 $\frac{1}{2}$ c.; 10@12 lbs. ave., 13c.; 12@14 lbs., 12@12 $\frac{1}{4}$ c. Sweet pickled, 6@8 lbs. ave., 13 $\frac{1}{2}$ c.; 8@10 lbs. ave., 13c.; 10@12 lbs. ave., 12 $\frac{1}{2}$ c.; 12@14 lbs. ave., 11 $\frac{3}{4}$ @12c.

## CHICAGO FERTILIZER MARKETS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, August 14.—Animal ammoniates are in much more active demand, and while trading has been light so far, buyers are bidding close to the market for round lots, and prospects are that some active trading will take place unless packers advance their prices further, which seems quite probable, as several of the larger packers are refusing to quote any prices at present, claiming they expect to do much better 30 or 60 days hence.

Moderate sized lots of regular tankage could still be bought at \$2.40 and 10c., and blood at \$2.60 Chicago basis. The lower grade tankage has been rather closely sold up, and about the only offering is now 8 and 25, which is firmly held at \$1.25 and 10c. Chicago, or a 6 $\frac{1}{2}$  and 30 at \$20, Missouri River points.

Some few lots are reported to have been sold for future delivery at considerably above these figures, with the ordinary carrying charge, as packers do not care to part with their stock for future delivery, except at extreme figures.

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# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Prices Irregular—Cotton Demoralization Has Effect—Later, Improved Consuming Trade Causes a Rally—Speculation Fairly Active, with Sentiment Mixed—Crude Moving More Freely.**

During the early part of the week the tendency of values continued toward lower levels, with the panicky conditions in the cotton market exerting influence, but at prices representing a decline of nearly  $\frac{3}{4}$ c. per pound for the far-off deliveries to almost  $1\frac{1}{2}$ c. per pound for the near months, a steadier undertone developed. This was mainly the result of a well-liquidated position of the contract market and the spreading of ideas that prices had declined sufficiently to warrant more or less buying by consumers. There was no pronounced change of sentiment to either side, although mixed views were more general, and as usual at this season of the year, with the outlook for hedge pressure and unwillingness on the part of large interests to lend support to the distant months, those bullish, particularly in regard to the next crop, seem to be in the minority.

The old crop deliveries, which include September, and with the lateness of the cotton crop, part of October, are the cause of much uncertainty. Liquidation in those options has been drastic, and while, of course, there are still speculative interests on both sides, refiners are thought to be in control. There

has been a movement toward the narrowing of differences, with confident predictions in some quarters that the old crop months will decline to a discount as compared with the distant deliveries, but towards the close of the week the action of values was just the reverse.

This was due almost entirely to an expansion in the consuming trade. Compound lard manufacturers declared that their customers' stocks had been depleted to such an extent so that it had become imperative for them to replenish for their immediate requirements. Partly confirming the assertions that the compound lard trade was broadening, was the hardening of oleostearine values, although that market was sensitive due to the light available supplies. However, a general firming in the grease situation was noted, and with the steadiness of pure lard, despite the declines in feed stuffs, there was rather more caution among bears who had become emboldened by the perpendicular decline in the cotton market. Co-incident with the action of the lard market, Westerners were identified on the buying side of oil.

Inquiry for cottonseed oil from foreigners has also improved, but is nothing like the enormous inquiry witnessed during the early part of last season. Of course, the crop outlook is rather brighter than earlier in the season, and cottonseed oil levels are higher, but on the other hand the cotton crop prospect in this country is not near as brilliant as that of just a year ago, which would in a measure give some reason to anticipate buying by interests abroad, even though values are above the 6c. level. To

date, however, the attitude of importers has been cautious and evidently they are not viewing the Southern plant promise as sufficiently pessimistic to become nervous over the question of future supplies. The consensus of opinion would seemingly suggest that as new crop values decline to around 6c., there would be more interest shown by consumers as a whole, but until this occurs no great buying will be anticipated unless it is inspired by a decided turn for the worse in the crop outlook.

With the advancement of the season, crude has been changing hands more freely. The bulk of the operations, however, are still confined to Texas, and even in the districts where the plant is not behind that of last year, the oil season is backward. Unquestionably, this reflects hesitation on the part of holders who, although aware of the probable yield in their immediate territory, realize that there is uncertainty in many districts. The values which were received for crude varied, and were difficult of confirmation also misleading, due to the time of shipment stated, but ostensibly there was from a moderate to a heavy amount purchased in instances, with the contract market profitably sold as a hedge. This sort of selling furnished a great deal of the pressure, and served to satisfy the inquiry for both long and short account which cropped up intermittently.

Improvement recently in the cotton crop promise is not to be denied, and a belief that the belt can yet raise the second largest crop on record has been considered more widely. There are still elements which call

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for conservatism, at this early date, however, in formulating ideas as to the final outcome, and while at this time the bulk of the complaints emanate from limited areas in Texas and the Carolinas, which were not in receipt of adequate moisture, it will be remembered that the plant is late, so that a dangerous frost period will have to be evaded before the yield is secured, and in the meantime the usual August deterioration is to be anticipated, with insect ravages expected to receive more prominence.

Closing prices Saturday, August 10, 1912.—Spot, \$6.25@6.60; August, \$6.35@6.37; September, \$6.37@6.39; October, \$6.44@6.46; November, \$6.26@6.27; December, \$6.17@6.18; January, \$6.17@6.18; February, \$6.19@6.23. Futures closed at 1 decline to 2 advance. Sales were: September, 400, \$6.38@6.36; October, 200, \$6.44@6.43; November, 2,100, \$6.26@6.24; December, 2,900, \$6.19@6.18. Total sales, 5,600 bbls. Good off, \$6.60@6.35; off, \$5.75@6.05; reddish off, \$5.50@5.75; winter, \$6.55; summer, \$6.75; prime crude, S. E., nom.; prime crude, valley, nom.; prime crude, Texas, nom.

Monday, August 12, 1912.—Spot, \$6.12@6.23; August, \$6.15@6.20; September, \$6.25@6.27; October, \$6.31@6.33; November, \$6.17@6.18; December, \$6.10@6.12; January, \$6.09@6.11; February, \$6.10@6.16. Futures closed at 7 to 20 decline. Sales were: August, 200, \$6.20@6.12; September, 7,500, \$6.30@6.25; October, 3,800, \$6.36@6.32; November, 3,800, \$6.23@6.18; December, 4,000, \$6.14@6.11; January, 1,600, \$6.10. Total sales, 20,900 bbls. Good off, \$5.90@6.19; off, \$5.50@6; reddish off, \$5.30@5.70; winter, \$6.25@7.50; summer, \$6.25@7.50; prime crude, S. E., nom.; prime crude, valley, nom.; prime crude, Texas, nom.

Tuesday, August 13, 1912.—Spot, \$6.12@6.23; August, \$6.15@6.20; September, \$6.25@6.27; October, \$6.31@6.33; November, \$6.17@6.18; December, \$6.10@6.12; January, \$6.09@6.11; February, \$6.10@6.16. Futures closed

at 7 to 20 decline. Sales were: August, 200, \$6.10; September, 3,300, \$6.33@6.20; October, 5,900, \$6.39@6.27; November, 4,700, \$6.23@6.14; December, 4,000, \$6.16@6.09; January, 700, \$6.14@6.08. Total sales, 20,900 bbls. Good off, \$5.90@6.19; off, \$5.50@6; reddish off, \$5.30@5.70; winter, \$6.25@7.50; summer, \$6.25@7.50; prime crude, S. E., nom.; prime crude, valley, nom.; prime crude, Texas, nom.

Wednesday, August 14, 1912.—Spot, \$6.29@6.40; August, \$6.30@6.35; September, \$6.33@6.34; October, \$6.38@6.39; November, \$6.22@6.25; December, \$6.14@6.15; January, \$6.13@6.15; February, \$6.15@6.22. Futures closed at 4 to 15 advance. Sales were: August, 500, \$6.30@6.25; September, 2,000, \$6.41@6.32; October, 2,500, \$6.49@6.40; November, 2,100, \$6.28@6.22; December, 4,000, \$6.21@6.15; January, 500, \$6.16@6.14. Total sales, 18,800 bbls. Good off, \$6@6.35; off, \$5.70@6.10; reddish off, \$5.40@5.80; winter, \$6.25@7.75; summer, \$6.25@7.75; prime crude, S. E., nom.; prime crude, valley, nom.; prime crude, Texas, nom.

Thursday, August 15, 1912.—Spot, \$6.49@6.58; August, \$6.50@6.54; September, \$6.55@6.57; October, \$6.57@6.59; November, \$6.32@6.34; December, \$6.23@6.24; January, \$6.22@6.24; February, \$6.22@6.27. Futures closed firm at 1 to 10 advance. Sales were: August, 400, \$6.50; September, 4,000, \$6.55@6.50; October, 2,600, \$6.60@6.54; November, 3,000, \$6.34@6.31; December, 5,400, \$6.24@6.22; January, 200, \$6.23. Total sales, 17,600 bbls. Good off, \$6@6.50; off, \$5.90@6.20; reddish off, \$5.40@5.90; winter, \$6.75; summer, \$6.65; prime crude, S. E., \$5.34; prime crude, valley, \$5.34; prime crude, Texas, \$5.34.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

Want a good position? Watch the "Wanted" page for the chances offered there.

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to August 14, 1912, for the period since September 1, 1911, and for the same period a year ago, were as follows:

#### From New York.

Port.	For week.	Since Sept. 1, 1911.	Same period, 1910-11.
Aalesund, Norway	—	102	—
Aarhus, Denmark	—	25	—
Aberdeen, Scotland	—	550	375
Acapulco, Salvador	—	249	231
Accra, W. Africa	—	160	—
Adilah Gold Coast Colony, N. W. Africa	—	6	—
Alexandretta, Syria	—	18	—
Alexandria, Egypt	—	5,357	1,448
Algiers, Algeria	—	423	147
Algoa Bay, Cape Colony	—	537	127
Amnapola, Honduras	—	37	16
Amsterdam, Holland	—	703	—
Ancona, Italy	—	2,950	1,954
Antigua, W. I.	—	52	154
Antilla, W. I.	—	50	—
Antofagasta, Chile	—	35	586
Antwerp, Belgium	—	7,033	3,352
Arendal, Norway	—	50	—
Arica, Chile	—	168	244
Asuncion, Venezuela	—	17	21
Auckland, N. Z.	—	807	185
Aux Cayes, Haiti	—	11	17
Azuza, W. I.	—	244	417
Bahia, Brazil	—	409	509
Bahia Blanca, A. R.	—	197	159
Barbados, W. I.	—	713	1,201
Barl, Italy	—	161	—
Barranquilla, Colombia	—	—	3
Belra, E. Africa	—	513	66
Beirut, Syria	—	24	1,219
Belfast, Ireland	—	—	50
Belgrade, Servia	—	—	50
Bergen, Norway	—	2,510	850
Birkenhead, England	—	100	—
Bordeaux, France	—	1,952	2,665
Braila, Roumania	—	700	1,335
Bremen, Germany	—	1,807	60
Bristol, England	—	50	25
Buenos Aires, Argentina	—	72	22,945
Bukharest, Roumania	—	—	450
Calabar, Cuba	—	—	9
Cairo, Egypt	—	465	104
Callao, Peru	—	—	139
Camaguey	—	24	—
Cape Haytian	—	9	—
Cape Town, Africa	—	2,057	4,535
Cardenas, Cuba	—	14	19
Cartagena, Colombia	—	—	7

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OR DELIVERED ANYWHERE IN THIS COUNTRY OR EUROPE.

Carupano, Venezuela .....	—	—	10	Marseilles, France .....	26,551	16,803	Rotterdam, Holland .....	210	48,533	25,149
Casablanca, Venezuela .....	—	290	—	Martinique, W. I. ....	4,971	5,293	St. Croix, W. I. ....	—	5	12
Cavella .....	—	25	—	Massawa, Arabia .....	—	20	St. Johns, N. F. ....	—	154	134
Cayenne, French Guiana .....	200	797	1,212	Matanzas, W. I. ....	—	82	St. Kitts, W. I. ....	—	165	139
Ceara, Brazil .....	—	19	151	Mauritius, W. I. ....	—	10	St. Thomas, W. I. ....	—	33	38
Christiansand, Norway .....	—	6,532	2,425	Mexico .....	—	—	Salonica, Turkey .....	357	5,328	3,508
Christiansund, Norway .....	—	100	—	Melbourne, Australia .....	360	145	Sanchez, San Dom. ....	140	324	21
Cienfuegos, Cuba .....	—	187	258	Mersina, Turkey .....	—	71	San Domingo, S. D. ....	—	1,903	292
Ciudad Bolivar, Venezuela .....	—	5	—	Mombasa, Africa .....	—	9	Santiago, Chile .....	—	66	—
Colon, Panama .....	19	2,164	2,881	Montego Bay, W. I. ....	—	52	Santiago, Cuba .....	50	795	—
Constantinople, Turkey .....	103	16,385	22,375	Monte Cristi, San Dom. ....	—	—	Santos, Brazil .....	—	2,115	175
Constanta, Roumania .....	—	100	—	Montevideo, Uruguay .....	35	10,015	Savannah, Colombia .....	—	9	4
Copenhagen, Denmark .....	250	8,659	5,283	Naples, Italy .....	—	7,276	Sekondi, Africa .....	—	9	—
Coulimbo, Chile .....	—	10	—	Newcastle, England .....	—	303	Serena, Chile .....	—	20	—
Corinto, Nicaragua .....	—	73	125	Nuevitas, Cuba .....	—	19	Smyrna, Turkey .....	292	2,349	6,394
Cork, Ireland .....	—	400	1,250	Norfolk, Sweden .....	—	10	Southampton, England .....	—	1,603	1,475
Coronel, Chile .....	—	—	428	Norrbotten, Sweden .....	—	60	Staranger, Norway .....	—	25	25
Corral .....	—	207	—	Odesa, Russia .....	—	25	Stettin, Germany .....	—	1,005	—
Cristobal, Panama .....	—	333	8	Oran, Algeria .....	2,001	288	Stockholm, Sweden .....	—	778	725
Cucuta, Colombia .....	—	13	—	Oruro, Bolivia .....	—	44	Surinam, Dutch Guiana .....	—	1,020	56
Curaçao, Leeward Islands .....	—	99	78	Palermo, Sicily .....	—	25	Sydney, Australia .....	—	4,149	321
Danzig, Germany .....	—	30	—	Panama, Panama .....	—	6	Syracuse, Sicily .....	—	—	60
Defengatch, Turkey .....	—	1,740	1,253	Panderma, Asia .....	—	610	Tampico, Mexico .....	—	21	17
Delagoa Bay, Africa .....	—	239	465	Para, Brazil .....	—	44	Tangier, Morocco .....	—	6	—
Demerara, Br. Guiana .....	30	2,610	2,484	Paramaribo, Dutch Guiana .....	—	61	Tonsberg, Norway .....	—	159	350
Dominica, W. I. ....	—	136	53	Pastor, Colombia .....	—	7	Trebisond, Armenia .....	—	20	97
Drontheim, Norway .....	—	210	375	Patras, Greece .....	325	875	Trieste, Austria .....	—	22,742	6,459
Dublin, Ireland .....	125	4,958	2,575	Pernambuco, Brazil .....	—	48	Trinidad, Island of .....	—	351	542
Dunedin, N. Z. ....	—	9	105	Phillippeville, Algeria .....	—	97	Tripoli, Tripoli .....	—	19	50
Dunkirk, France .....	—	36	250	Piraeus, Greece .....	—	45	Tumaco, Colombia .....	—	88	—
Falmouth, W. I. ....	—	12	—	Plantation .....	—	5	Tunis, Algeria .....	—	—	721
Fiume, Austria .....	—	1,127	300	Port Antonio, W. I. ....	—	139	Valetta, Maltese Island .....	—	425	—
Frederickshavn, Norway .....	—	105	—	Port au Prince, W. I. ....	3	467	Valparaiso, Chile .....	—	8,137	9,711
Fredericksburg, Norway .....	—	239	465	Port Barrios, C. A. ....	—	85	Varna, Bulgaria .....	—	67	—
Galat, Roumania .....	—	6,695	4,600	Port Limon, C. R. ....	—	240	Venice, Italy .....	—	41,698	25,765
Gallipoli, Turkey .....	—	150	130	Port Maria, W. I. ....	—	33	Vera Cruz, Mexico .....	7	377	556
Genoa, Italy .....	32,250	34,862	—	Port Natal, Africa .....	—	8	Wellington, N. Z. ....	—	215	177
Gibraltar, Spain .....	27	177	424	Port of Spain, W. I. ....	—	15	Yokohama, Japan .....	—	16	33
Glasgow, Scotland .....	—	0,184	4,851	Port Said, Egypt .....	—	500	Zanzibar, Zanzibar .....	—	47	—
Gonaives, Haiti .....	—	4	3	Porto Cortez, Honduras .....	—	14				
Gothenberg, Sweden .....	—	3,044	1,575	Preston, England .....	—	25				
Grand Papo .....	—	76	—	Progreso, Mexico .....	—	40				
Grenada, W. I. ....	—	82	42	Puerto, Mexico .....	—	150				
Guadeloupe, W. I. ....	—	2,288	3,045	Puerto Pardre .....	—	15				
Guantanamo, Cuba .....	—	39	35	Puerto Plata, San Dom. ....	—	734				
Guayaquil, Ecuador .....	—	—	24	Punta Arenas, C. R. ....	—	460				
Guaymas, Mexico .....	—	132	—	Ravenna, Italy .....	2,333	2,035				
Hamburg, Germany .....	—	3,208	3,570	Rio Janeiro, Brazil .....	4,249	8,292				
Havana, Cuba .....	15	1,008	3,199	Rodosta, A. R. ....	—	735				
Havre, France .....	—	9,925	6,370	Rosario, A. R. ....	—	666				
Helsingborg, Sweden .....	—	100	—							
Helsingfors, Finland .....	—	40	78							
Horsens, Denmark .....	—	75	—							
Hull, England .....	—	732	50							
Iquique, Chile .....	—	576	750							
Ismid .....	—	—	141							
Jacmel, Haiti .....	—	4	32							
Jamaica, W. I. ....	—	—	11							
Jeremie, Haiti .....	—	4	2							
Kavalya, Turkey .....	—	—	25							
Kingston, W. I. ....	50	4,434	3,314							
Kobe, Japan .....	—	6	—							
Koenigsberg, Germany .....	—	145	25							
Kustendji, Roumania .....	—	2,950	3,125							
Lagos, Nigeria .....	—	76	—							
La Guaira, Venezuela .....	—	22	19							
La Libertad, Salvador .....	—	4	—							
La Paz, A. R. ....	—	—	30							
La Plata, A. R. ....	—	101	43							
La Union, Salvador .....	—	6	—							
Leghorn, Italy .....	127	1,834	9,274							
Leipsig, Germany .....	—	38	—							
Leith, Scotland .....	—	100	95							
Limon, C. R. ....	—	15	423							
Liverpool, England .....	320	33,680	14,713							
Loanda, Portuguese W. Africa .....	—	5	—							
London, England .....	—	8,037	7,856							
Lyttelton, N. Z. ....	—	—	54							
Maceio, Brazil .....	—	50	—							
Macoris, S. D. ....	—	764	2,952							
Malmö, Sweden .....	—	474	115							
Malta, Island of .....	—	3,136	3,962							
Manchester, England .....	2,015	8,500	6,438							
Manila, P. I. ....	—	9	19							
Manzanillo, Cuba .....	—	—	15							
Maracaibo, Venezuela .....	—	9	—							

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Colon, Panama .....	50	62
Copenhagen, Denmark .....	925	700
Cristobal, Panama .....	—	575
Dunkirk, France .....	—	200
Genoa, Italy .....	859	238
Glasgow, Scotland .....	2,685	1,605
Gothenberg, Sweden .....	1,350	1,007
Hamburg, Germany .....	24,547	6,735
Havana, Cuba .....	2,742	807
Havre, France .....	3,965	1,740
Hull, England .....	50	—
Kingston, W. I. .....	100	—
Liverpool, England .....	23,887	3,246
London, England .....	14,986	10,287
Manchester, England .....	2,071	1,250
Manzanillo, Cuba .....	—	35
Marseilles, France .....	5,800	1,600
Naples, Italy .....	100	—
Port Limon, C. R. .....	60	—
Progress, Mexico .....	915	294
Rotterdam, Holland .....	139,415	25,578
Stavanger, Norway .....	1,040	1,020
Tampico, Mexico .....	430	300
Trieste, Austria .....	320	—
Venice, Italy .....	—	500
Vera Cruz, Mexico .....	100	1,810
Total .....	100	251,021

## From Galveston.

Antwerp, Belgium .....	2,330	—
Bremen, Germany .....	1,367	—
Genoa, Italy .....	50	—
Hamburg, Germany .....	3,068	—
Havana, Cuba .....	197	—
Manchester, England .....	—	800
Puerto, Mexico .....	—	300
Rotterdam, Holland .....	9,950	200
Vera Cruz, Mexico .....	4,610	6,902
Total .....	21,572	7,902

## From Baltimore.

Antwerp, Belgium .....	2,200	—
Bremen, Germany .....	55	—
Bremerhaven, Germany .....	180	—
Constanta, Roumania .....	50	—
Constantinople, Turkey .....	800	—
Hamburg, Germany .....	3,176	2,000
Havre, France .....	—	425
Liverpool, England .....	150	100
London, England .....	255	350
Malta, Island of .....	425	—
Rotterdam, Holland .....	955	200
Total .....	8,246	3,075

## From Philadelphia.

Genoa, Italy .....	10	—
Hamburg, Germany .....	440	808
Liverpool, England .....	3,283	—
Rotterdam, Holland .....	435	—
Total .....	4,168	808

## From Savannah.

Antwerp, Belgium .....	1,983	1,265
Bremen, Germany .....	102	—
Copenhagen, Denmark .....	—	208
Cork, Ireland .....	—	30
Hamburg, Germany .....	9,777	4,463
Havre, France .....	5,706	2,145
Liverpool, England .....	26,897	19,243
London, England .....	5,476	3,500
Manchester, England .....	51	103
Rotterdam, Holland .....	31,335	20,723
Total .....	83,157	51,700

## From Newport News.

Hamburg, Germany .....	4,945	900
Liverpool, England .....	1,300	100
London, England .....	—	800
Rotterdam, Holland .....	200	7,440
Total .....	200	13,085

## From Norfolk.

Glasgow, Scotland .....	3,075	1,700
Hamburg, Germany .....	1,769	—
Liverpool, England .....	7,585	1,525
London, England .....	7,513	2,050
Rotterdam, Holland .....	13,000	900
Total .....	32,072	6,175

## From All Other Ports.

Canada .....	121	7,801
Liverpool, England .....	2,419	15
London, England .....	175	310
Manchester, England .....	—	300
Mexico (including overland) .....	53,437	56,961
Total .....	175	56,577

## Recapitulation.

From New York .....	4,471	449,695	335,668
From New Orleans .....	100	251,021	76,670
From Galveston .....	—	21,572	7,902
From Baltimore .....	—	8,246	3,075
From Philadelphia .....	—	4,168	808
From Savannah .....	—	83,157	51,700
From Newport News .....	200	13,085	1,900
From Norfolk .....	—	32,072	6,175
From all other ports .....	175	56,577	64,778
Total .....	4,946	920,193	548,676

## COTTONSEED OIL IN MEXICO.

An interesting account of cotton seed development is contained in Consul Hamm's report from Durango, Mexico, in Daily Con-

sular and Trade Reports. After speaking of the estimated cotton crop for 1912 of 130,000 to 160,000 bales, and saying all the haciendas of size have their own gins and that Mexican mills take all the cotton, he writes as follows of the seed and its uses:

The cotton seed, all of which is consumed locally in the two immense soap factories of the Laguna, is an important additional source of revenue for the planters. It is estimated that fully 20,000 metric tons of cotton seed, valued at a little more than \$500,000, were sold last year to the two local soap factories and oil mills, which have contracted for the cotton seed crop of the Laguna several years in advance. The local supply of cotton seed is still insufficient to supply the needs of the factories at Gomez Palacio, Durango, Torreon and Coahuila, which are forced to import large quantities of cotton seed and cottonseed oil from the United States to supplement the local supply.

## Manufacture of Soap and Oil.

The Compania Jabonera de la Laguna, located at Gomez Palacio, Durango, claims to have the largest soap factory in the world. This company, which is capitalized at \$1,500,000, was founded in 1898, has a plant covering 200,000 square meters, and gives employment to more than 800 men. The phenomenal growth of Gomez Palacio in recent years to its present population of 20,000 has been commensurate with the growth and prosperity of its large soap factory. The plant is divided into four separate departments, viz.:

(1) Department for the manufacture of cottonseed oil, which has a daily capacity of 400 tons.

(2) Soap manufacturing department, which has a capacity of 100,000 boxes of soap of 75 pounds each per day. During the latter part of the past year this department has been working to almost full capacity.

(3) The glycerin manufacturing plant, (Continued on page 43.)

# Woman's World Publishing Company

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On or before, but in no event later than November 1, 1915, and in accordance with the conditions set forth on the back hereof, THE JOHN SMITH COMPANY will accept this certificate, when held and presented by any retail merchant, as a payment to the amount of .....dollars on account of railroad or steamship transportation (which will be obtained by the undersigned and forwarded to the holder hereof in accordance with said conditions), from the city or town in which said merchant resides to San Francisco, California, for the purpose of attending the Panama Pacific International Exposition or to San Diego, California, for the purpose of attending the Panama California Exposition, or to any city in which any national, state or local food exposition or retail dealers' convention is to be held prior to November 1, 1916, for the purpose of attending said exposition or convention (the arrangement evidenced by this certificate and said conditions being known as Woman's World Educational Plan).

(See other side)

THE JOHN SMITH COMPANY.

(Reverse Side)

### CONDITIONS

To obtain the railroad or steamship transportation described in the within certificate, the holder of the said certificate must ascertain from his local railroad or steamship agent the cost of transportation by whatever route and class he may select from his home town to his desired destination; the within certificate, together with similar certificates made under the conditions of said Plan, the aggregate face value of all of which equals the cost of said transportation, must be sent addressed to Woman's World Publishing Company, Educational Plan Department, 107 South Clinton St., Chicago, Ill., which Company will act as the agent of the maker of the within certificate to forward said transportation to said holder upon receipt of said certificates; if sufficient certificates are not held to cover full cost of said transportation, the balance may be sent in cash or by money order to the order of Woman's World Publishing Company; certificates and cash or money orders must be sent by registered mail with a written memorandum on the said holder's usual business stationery or invoice blank, giving the number and the amount of the certificates enclosed with their denominations and the names of their respective makers; the exposition or convention which the certificate holder desires to attend, the railroad or steamship line over which he desires to travel, the class of transportation which he wishes and the date of his intended departure must be specifically stated in writing by said holder; certificates must be received at the office of said Woman's World Publishing Company fifteen days prior to the date on which the holder desires to use said transportation; if certificates are received less than fifteen days prior thereto, they will be held subject to his further order; if the certificate holder does not wish to use said transportation in person, upon his written request giving the name of the individual who is to use it, said transportation will be forwarded to him for the use of any member of his family or for the use of any of his clerks or their families; for convenience the certificates of the respective makers should be sorted and fastened separately according to their denominations, although they may be forwarded in the same cover.

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# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—The market continues in a very strong position, with native steers particularly in the lime light at present, owing to the recent sales of these, as previously noted, up to 19c. Beef continues to sell at record prices on the hoof, and the packers claim they are crippled to find cattle sufficiently cheap to supply a certain class of trade, and they are killing more cows than usual. In the present cattle receipts native cows are increasing, and more native steer cattle are expected now on grass to be finished off with corn. Native steers are in good inquiry and very strong in price. As previously noted, one of the packers sold four cars or more of August salting at 19c., and since then three cars more sold at this price, two cars by a packer and one car by a packer. Some packers say that fully 15,000 August have been sold at 19c., but not as many as this is otherwise noted. Texas steers are firm, but these as well as other kinds of branded hides do not appear as strong as native steers. The present market is quoted at 17½c. for heavies, 17c. for lights and 16½c. for extremes, as per last sales, with some packers asking 17½c. for heavies. Several packers, however, are still willing to sell August at 17¼c., 17c. and 16½c. together. Butt brands are firm, but no sales over 17c. as yet, although recent 17c. bids were refused. Colorados are firm at the last selling price of 16½c., with some packers now talking 17c. Branded cows were well sold up and ahead in last week's large sales at 16½c. Native cows are again in more inquiry, and prices on light cows are about ¼c. higher than last week. As previously rumored some 45@55-lb. light cows of August salting sold up to 17½c., and it is now confirmed that 4,000 to 5,000 more August light cows sold at 17½c. It is estimated that about 10,000 more August light cows are available at 17½c. About 3,000 June, July and August heavy cows are held at 17½c., and this was the last price paid for August salting alone, with one packer now asking up to 18c. for August-September heavy cows. Native bulls are all cleaned out except possibly two cars of August 1 to January 1 salting held by one of the old National plants, and 15½c. is being asked for those. Branded bulls are in small supply and nominal in price around 13c.

Later.—More activity is noted in Texas. About 6,000 August heavy Texas steers sold at 17½c., mostly from Northern points, and five cars more sold at 17½c., including Southern points. Bids of 17½c. have been refused for August heavy native cows, with 17¾c. asked for these and up to 18c. asked including September. Other reports tend to confirm reported total sales of 45,000 August native steers at 19c.

**COUNTRY HIDES.**—Country hides are very strong in sympathy with the packer market, and the further advance in packer light native cows up to 17½c. naturally causes dealers to look for still higher rates on buffs, etc. The large Western upper leather tanners, as well as some large Eastern concerns, do not look for the shortage in packer hides to continue for long, as they say they can use country and butcher hides that are good on the hair side. Most tanners are awaiting the establishment of last advances made in upper leather prices before buying many more hides on the present market. Buffs continue to show an even stronger tone than formerly, and dealers are not disposed to sell any more late receipt lots at 15c. In fact bids of 15c. have been declined for all strictly short-haired buffs, and up to 15½c. is asked, but it is believed that some dealers would sell at 15¼c. Chicago dealers still mostly refuse to sell ahead into September shipment. Heavy cows are still quotable along with buffs, with last sales 15c. and 15¼@15½c. now asked. Extremes are also strong. Bids of 15½c. have been refused for strictly short-haired extremes, including some stock on hand, and from 15¼@16c. is being asked. No sales are noted and most of the larger Western tanners say they are waiting for better quality. Heavy steers rule at 15@15½c. for short-haired late receipts, with some old lots obtainable down to 14½c., and large butcher and small packer lots bringing more than the above prices. Bulls are ranged all the way from 11¼c. for old lots, up to 12¾c. for choice light late stock.

Later.—Another car of regular bulls sold at 12c. Upper leather tanners claim that they are offered plenty of hides.

**HORSE HIDES** dull. Countries offered at \$3.75 unsold. Bids \$3.75 for mixed lots.

**DRY HIDES.**—Market firm. Heavy weights short trim held 23@24c., and lights 26@27c.

**CALFSKINS.**—The market continues firm. Chicago cities are in limited offering, and the best of these are not obtainable under 21c. Outside cities range from 20@20½c., as to lots, and packers are nominally held at 22@23c. Mixed countries and cities range from 19¾@20c., and countries alone from 18½@19½c., as to lots, sections of origin, etc. Kips are strong at 18c. for packers, 17½c. for Chicago cities, 17@17½c. for outside cities, and 16½@17c. for mixed countries and cities. Some asking prices are ½c. more. Light calf \$1.30@1.35.

**SHEEPSKINS.**—The market continues strong at around \$1.15 for good packer August lambs, with milkers rejected, and packer shearlings 90c.@\$1. Country pelts range from 50@60c. for shearlings and 60@80c. for lambs, and outside city packers between these and packers.

## New York.

**DRY HIDES.**—The market on common varieties continues firm, and it is now confirmed that Bogotas have been sold at 25½c.; an advance of ¼c. over the previous selling figure, and about 3,000 of these were moved in all, cleaning up recent cargoes with the exception of 1,053 just received per the S. S. "Oruba," and this vessel also brought 1,020 Central Americans, etc. The 2,000 Orinocos that came in recently were sold previous to arrival. No sales of Orinocos have as yet been reported at over 25¼c., but the market on these now is nominally 25½c., as based on last sales of other varieties. Outside of the few Bogotas noted unsold above the only hides on the market

here are about 3,500 Central Americans, etc. River Plates are firm, with various prices quoted, ranging from 28@28½c. for best district Cordovas and 25¼@26c. for regular 10@11 kilo weight Buenos Ayres, with some held up to 26¼c.

**WET SALTED HIDES.**—One cable reports that the 4,000 Sansinena steers have been sold to Europe at the advanced price of 16¼c., with some parties claiming slightly over this figure, and others slightly less. There is also a good demand from American tanners for frigorifico hides. No Sansinena cows were reported offered. Coast Mexicans rule at 14@14½c.

**CITY PACKER HIDES.**—The market continues very strong. One of the packers sold a car of July native steers at 18½c., and some packers now ask up to 19c. for August native steers on account of this figure having been realized in Chicago. Branded steers are held at 17c. for butts and 16¾c. for Colorados. Some smaller Brooklyn packer all weight late salting cows are being held at 16½c., following sales last week of two cars of these at 16c.

**COUNTRY HIDES.**—Pronounced strength continues to rule throughout the market, and trading is restricted to some extent by the smallness of offerings. One car of buffs was offered by a Pennsylvania dealer, evidently not posted on the market, at 14½c. selected, and was immediately taken by the first buyer to whom the lot was offered. A car of smaller Ohio dealer 25-lb. and up cows was offered here at 15¼c. selected, but has not been reported sold as yet. No sales of Ohio, Pennsylvania or other Middle West buffs have been reported made here as yet at over 15c., but bids at this price are now being refused with 15¼@15½c. mostly asked, and it is doubted if any extremes can be bought at 15½c., as these are now mostly firmly held at 16c., with possibly some obtainable at 15¾c.

**CALFSKINS.**—Offerings are very light, and the market is generally strong. Most of the dealers in New York City skins give out prices under what they would accept for the purpose of not exciting the market on green skins, and it is doubted if New York Cities could be secured at last nominal quotations of \$1.75, \$2.20 and \$2.55. A car of mixed outside city and country skins was offered here from an outside point at \$1.60, \$2.05 and \$2.45, but was not taken, as the price on the 9@12 lbs. is considered high. Straight outside cities are quoted, however, at \$1.60@1.65, \$2.05@2.10 and \$2.40@2.45, and countries range about 5c. less.

## European.

About all markets are very firm. Some offerings noted yesterday of Bavarian and South German heavy steers have since been sold at the asking prices of 18½c. for long shanks and 19c. for short shanks without dew claws c. i. f. New York, 3 per cent. shrinkage, but some offerings of spready hides at what would seem attractive prices have not been reported sold. These offerings included Italian spready steers at 17c., German spready steers at 17¼c., and Holland spready cows at 16c., all c. i. f. New York, with 3 per cent. shrinkage. There is an offering here of 5,000 Russian grasses consisting of 3,000 flint dry and 2,000 dry salted at 32c. c. i. f. flat for seconds for both kinds together. The flint dry weight 7@8 lbs., and the dry salted 8@9 lbs. The same lot was offered last week at 31c., and when at that time a counter bid of 30½c. was made the price was advanced to 32c., and now counter bids of 31c. refused.

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# Chicago Section

Take notice! The dressed hog and the dressed beef may be OK, maybe, but the by-products AM. See?

And by the way, Julius Rosenwald has decided he wants no pocket in his shroud, nor wall safe in heaven.

When you size up that public utilities crowd, and so-called safeguard bunch, your hold-up man looks like a cheap skate, and he is.

That word "substitution" has about got that "psychological moment" thing backed off'n the board. Where's there a substitute ain't working overtime?

Remember, when it is all over they will not know you from a crow. There is not one of them worth even a petty larceny quarrel over. Some one has to get the job, so VOTE.

Most strikes or threatened strikes could easily be avoided (thereby doing away with that arbitration gag also) by simply—paying the men what they really should be paid, that's all.

Instead of cremating grandad, or pouring him back into the barrel, what's the matter with getting a set of collar buttons out of his shin bone? This is an age of by-products. And grandpa wouldn't care.

Silence once more reigns, that is, comparative silence; the elevated trains roar past, the street traffic rattles and jangles along, the whistles blow and other noises are very much in evidence, but—the real big noisy noise and his noisy cohorts have went.

The livestock commission men disagree with Secretary James Wilson that last year's short corn crop was responsible for the shortage of cattle and the consequent high price of beef. They claim the breaking up of the breeding and grazing grounds in the West is responsible.

One quart of red eye would make most anyone talk, or fight, or else put him to sleep. And do not ever think for one minute some of our loudest talkists don't hit the brainduster-tongue-lubricator compound for fair when they're on the warpath. That's what makes 'em holler so.

Harvey Shepherd, of Thos. Goulard & Company, is still jauntily following that moustache of his around. Just how long Harvey has been on deck, no one pretends to know outside of Harry Boone, who says Harvey looked just the same 60 years ago, and H. B. ought to know. Physical wonders.

At so much per (that means per package or receptacle of any kind regardless of weight or measure—PER—that's all), it's up to the gang, otherwise "the general public," otherwise "the peepul," to dig up "something just as good" at half the price. The high cost of living is in its infancy. The cost of high living has whiskers a foot long.

On the level! Are the packers the only "criminals" on earth? Why not get a little action on real combines, such as telephone, telegraph, gas, and street car companies, the real dyed in the wool oppressors. You don't have to buy meat all the time, but you have to use the "public utilities." What a joke and what a fake and what an imposition they are. Go after THEM.

## ADOLPH ARNOLD DEAD.

Adolph Arnold, president of Arnold Bros., Inc., well-known meat packers of Chicago, died August 6, last, at the home of his mother, 3329 Washington Boulevard.

Mr. Arnold was born in Guben, Brandenburg, Germany, in 1849. He came to the United States with his parents in 1857. His father entered the meat business and established the packing house to which Mr. Arnold succeeded and operated until his death. In 1872 he married Miss Wilhelmina Kossack,

and some time after her death, Miss Minnie Gloy, of Chicago, who, with three children, Hugo F., Oscar and Emily, survive him. Mr. Arnold was a member of many clubs and organizations, among them being the Masons, being a past master of Lessing Lodge, A. F. & A. M., and the Illinois Athletic Club.

## JULY MEAT EXPORT FIGURES.

A preliminary statement of July exports of meat and dairy products, cottonseed oil, etc., has been issued. The regular report in detail will appear later.

Exports by groups.	July, 1911.	July, 1912.
Cattle, head .....	15,606	2,082
Cattle, value .....	\$1,381,679	\$187,492
Beef, fresh, pounds .....	2,608,420	913,249
Beef, fresh, value .....	\$256,462	\$103,954
Beef, pickled, etc., pounds .....	3,569,606	2,048,875
Beef, pickled, etc., value .....	\$236,304	\$180,652
Bacon, pounds .....	16,502,015	16,057,376
Bacon, value .....	\$1,936,907	\$1,940,844
Hams and shoulders, pounds .....	18,853,033	15,620,472
Hams and shoulders, value .....	\$2,335,047	\$1,970,528
Pork, pickled, etc., pounds .....	3,654,709	3,219,683
Pork, pickled, etc., value .....	\$311,743	\$322,006
Lard, pounds .....	33,953,982	29,859,162
Lard, value .....	\$3,101,213	\$3,175,610
Tallow, pounds .....	6,857,590	2,951,792
Tallow, value .....	\$415,855	\$178,703
Cottonseed oil, pounds .....	14,775,302	9,553,307
Cottonseed oil, value .....	\$1,011,504	\$633,425
Oleo oil, pounds .....	14,925,289	10,021,066
Oleo oil, value .....	\$1,379,353	\$1,170,388
Neutral lard, pounds .....	5,303,624	2,286,081
Neutral lard, value .....	\$514,960	\$259,149

Exports by groups.	7 months ending July, 1911.	1912.
Cattle, head .....	102,353	30,368
Cattle, value .....	\$9,327,629	\$2,845,360
Beef, fresh, pounds .....	21,494,014	7,036,614
Beef, fresh, value .....	\$2,156,089	\$768,518
Beef, pickled, etc., pounds .....	23,459,231	17,102,653
Beef, pickled, etc., value .....	\$1,836,244	\$1,367,141
Bacon, pounds .....	101,638,433	112,142,991
Bacon, value .....	\$12,668,337	\$13,484,110
Hams and shoulders, pounds .....	107,724,902	116,930,325
Hams and shoulders, value .....	\$13,235,539	\$14,267,835
Pork, pickled, etc., pounds .....	24,163,660	25,141,798
Pork, pickled, etc., value .....	\$2,345,584	\$2,423,274
Lard, pounds .....	312,498,079	288,556,854
Lard, value .....	\$31,252,206	\$28,980,094
Tallow, pounds .....	29,119,268	18,184,092
Tallow, value .....	\$1,829,061	\$1,124,712
Cottonseed oil, pounds .....	162,957,676	233,552,372
Cottonseed oil, value .....	\$12,109,926	\$13,921,803
Oleo oil, pounds .....	108,615,941	66,745,316
Oleo oil, value .....	\$10,681,109	\$7,629,411
Neutral lard, pounds .....	32,893,602	30,607,861
Neutral lard, value .....	\$3,384,835	\$4,317,074

## ANOTHER BEEF SUBSTITUTE.

In view of meat supply shortages all over the country and the consequent searching for new sources, the following news item will interest those engaged in raising droves—or is it coveys?—of the running broad jump champions of the animal kingdom, and to housewives who have pets of the breed, particularly if, as may be possible, specimens could be evolved which would grow new tails, say in semi-annual crops:

From the tail of the kangaroo excellent soups and curries can be made, though some folks detect a curious tang of musk about the delicacy. The rest of the animal is left for the aborigines, who are not over-fastidious in their eating.

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PACKING HOUSE EXPERTS  
Manhattan Building, CHICAGO, ILL.  
*Designers of Packing Plants  
Cold Storage and Warehouses*

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Dealers Everywhere!**  
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The only real up-to-date Provision Code  
built by a provision man.  
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**H. H. BRUNT**  
CHICAGO, U. S. A.

**OLEO-OIL NEUTRAL LARD**  
**OLEO-STEARINE (Domestic and Foreign)**  
**SPECIAL OILS (Domestic and Foreign) for**  
**BUTTERINE**

## PRINTED PARCHMENT WRAPPERS

are the best advertisement for your business and you can't get anything so satisfactory as the **PURITAN BRAND**. Ask for samples.

**THE WEST CARROLLTON PARCHMENT CO., Dayton, Ohio**

# Strongest, Purest, Best

## You Want The Best

### ANHYDROUS-AMMONIA



Publishers of  
**PURE PRODUCTS**  
A MONTHLY MAGAZINE  
for the food and beverage industries.

#### SCIENTIFIC STATION FOR PURE PRODUCTS

A CENTRAL STATION FOR  
MANUFACTURERS OF FOODS AND BEVERAGES

ANALYSIS AND TEST OF FOOD AND BEVERAGE PRODUCTS A SPECIALTY  
EXPERT TESTS AND FURNISHED ADVICE GIVEN ON LABELING ETC.  
LARGE STAFF OF RESEARCH ANALYTICAL CONSULTING AND ENGINEERING CHEMISTS  
COMPLETE DEPARTMENT FOR TESTING THE MATERIALS AND SUPPLIES OF CANNERS,  
BREWERS, BOTTLERS, DISTILLERS, WINE MANUFACTURERS, ETC.

50 EAST 41ST STREET  
CHEMISTS' BUILDING.

NEW YORK, Apr. 1st, 1912.

“EVERY  
OUNCE  
ENERGIES”

It is economical and is so  
pure it reduces machine  
wear to a minimum.

A test will prove all we  
claim.

ORDER NOW

## MORRIS & COMPANY

NEW YORK

35th St. and 11th Ave.

CHICAGO

U. S. Yards

Messrs. Morris & Co.,  
New York, N.Y.

Gentlemen:

Date of analysis: Mar. 30, 1912.  
Report #16493.

At the request of the NEW ENGLAND SELLING CO. we  
have analyzed your ANHYDROUS AMMONIA, with the following results:

Non-condensable gases - - - 0.1 cc. per gram  
Evaporation residue (water) 0.0063% by weight  
Oils - - - - - Absent  
Pyridine bases and coal  
tar products - - - Absent

The results of the analysis show the ammonia to be  
very pure, dry, free from oils, pyridine bases and coal tar pro-  
ducts, and particularly free from non-basic gases. The amount  
of these non-basic gases, 0.1 cc. per gram, is well below the  
limits set by good authorities for the best commercial anhydrous  
ammonia.

Our judgment is that your ammonia is well suited to  
give excellent results in refrigeration practice.

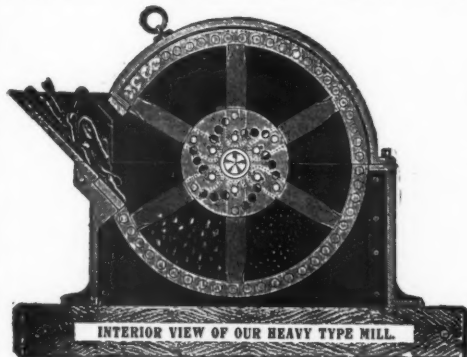
Very respectfully,

SCIENTIFIC STATION FOR PURE PRODUCTS,

*D. Quillebeek* Manager.

## WHY SELL YOUR TANKAGE and BONE UNGROUND?

GET FULL VALUE FOR THESE PRODUCTS



INTERIOR VIEW OF OUR HEAVY TYPE MILL.

1,700 MACHINES NOW IN USE.

## —A— WILLIAMS GRINDER

WILL TURN YOUR MATERIAL OUT AT ITS  
**HIGHEST VALUE**

Also Grinds Shells, Cracklings, Etc., for Poultry Food

Manufactured and Licensed under 87 separate and distinct Patents  
WRITE FOR BULLETIN No. 9

**THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.**

WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO  
SAN FRANCISCO OFFICE: 347 Monadnock Bldg.

# CONSOLIDATED DRESSED BEEF CO.

ABATTOIR  
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SALESROOMS  
STOCK YARDS  
30th and Race Sts.  
PHILADELPHIA

CAR LOTS SHIPPED TO ANY PART OF THE U. S.

We invite New York and New Jersey butchers to visit  
us. Philadelphia is only two hours from New York.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 5.....	24,285	2,874	31,343	28,055
Tuesday, Aug. 6.....	7,782	2,357	11,435	26,797
Wednesday, Aug. 7.....	19,142	2,956	24,451	35,318
Thursday, Aug. 8.....	5,071	1,500	17,291	18,167
Friday, Aug. 9.....	1,804	266	14,527	10,468
Saturday, Aug. 10.....	282	46	7,777	4,192
Total last week.....	58,966	9,999	106,824	122,997
Previous week.....	50,565	9,362	120,967	121,004
Cor. week, 1911.....	51,091	8,662	105,291	80,775
Cor. week, 1910.....	68,070	10,242	85,519	131,235

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Aug. 5.....	4,942	42	10,174
Tuesday, Aug. 6.....	2,458	50	2,849
Wednesday, Aug. 7.....	5,590	42	5,658
Thursday, Aug. 8.....	4,886	34	5,402
Friday, Aug. 9.....	2,370	1	5,002
Saturday, Aug. 10.....	325	...	1,850
Total last week.....	20,771	169	31,625
Previous week.....	16,542	238	40,935
Cor. week, 1911.....	20,260	406	27,440
Cor. week, 1910.....	33,130	1,180	21,278

## CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Aug. 10, 1912.....	1,523,236	4,095,657	2,992,835
Same period, 1911.....	1,098,142	4,372,858	2,737,886

## Combined receipts of hogs at eleven points:

Week ending Aug. 10, 1912.....	365,000
Previous week.....	383,000
Year ago.....	325,000
Two years ago.....	317,000
Total year to date.....	16,039,000

## Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Aug. 10, 1912.....	170,100	290,700	229,600
Week ago.....	133,500	291,300	238,400
Year ago.....	157,700	237,000	193,300
Two years ago.....	184,000	240,100	258,600

## CHICAGO PACKERS' HOG SLAUGHTER.

	Cattle.	Hogs.	Sheep.
Week ending Aug. 10, 1912:			
Armour & Co.....	13,600		
Swift & Co.....	14,000		
S. & S. Co.....	7,100		
Morris & Co.....	4,900		
Anglo-American.....	5,700		
Boyd-Lanham.....	3,500		
Hammoud.....	6,800		
Western P. Co.....	4,300		
Roberts & Oake.....	3,200		
Miller & Hart.....	2,400		
Independent P. Co.....	3,900		
Brennan P. Co.....	3,300		
Others.....	5,700		
Totals.....	76,400		
Previous week.....	84,900		
1911.....	76,300		
1910.....	66,400		
Total year to date.....	3,721,900		
Same period last year.....	3,511,900		

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.15	\$7.08	\$4.15	\$7.25
Previous week.....	8.00	7.85	4.25	7.40
Cor. week, 1911.....	6.75	7.43	3.50	6.40
Cor. week, 1910.....	6.55	8.06	4.15	6.50
Cor. week, 1909.....	6.70	7.66	4.70	7.00

## CATTLE.

Good to choice steers.....	\$9.00@10.25
Fair to good steers.....	6.40@ 8.50
Common to fair heaves.....	5.15@ 6.25
Inferior killers.....	3.75@ 5.00
Distillery steers.....	9.00@ 9.85
Range steers.....	7.40@ 8.25
Fair to fancy yearlings.....	7.25@ 8.00
Good to choice cows.....	5.60@ 7.25
Canner bulls.....	2.25@ 2.35
Common to good calves.....	4.50@ 6.25
Good to choice vealers.....	9.25@10.00
Heavy calves.....	6.50@ 8.00
Feeding steers.....	5.25@ 6.50
Stockers.....	4.00@ 5.50

Medium to good beef cows.....	3.50@ 5.50
Common to good cutters.....	3.00@ 3.75
Inferior to good canners.....	2.75@ 3.00
Fair to choice helters.....	5.50@ 8.50
Butcher bulls.....	5.00@ 7.00
Bologna bulls.....	4.25@ 5.00

## HOGS.

Good to prime heavy.....	\$7.90@8.25
Good to choice butchers.....	8.00@8.35
Light mixed, 175 lbs. and up.....	7.70@8.00
Choice light, 170 to 200 lbs.....	8.30@8.40
Pigs, 110 lbs. and under.....	6.75@7.90
Pigs, 110 lbs. to 140 lbs.....	7.85@8.20
Boars, according to weight.....	3.00@4.00
*Stags, according to weight.....	7.75@8.40

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Fed yearlings.....	\$5.10@5.50
Range yearlings.....	4.75@5.60
Native lambs.....	6.50@7.35
Range lambs.....	7.00@7.65
Breeding ewes.....	4.00@5.00
Good to choice wethers.....	4.10@4.65
Good to choice ewes.....	4.00@4.25

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, AUGUST 10, 1912.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
September.....	\$17.82½	\$17.82½	\$17.75	\$17.82½
October.....	17.85	17.92½	17.80	17.92½
January.....	18.32½	18.45	18.32½	18.45

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
September.....	10.60	10.65	10.57½	10.65
October.....	10.72½	10.75	10.67½	10.75
December.....	10.47½	10.47½	10.42½	10.47½
January.....	10.42½	10.47½	10.42½	10.47½

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
September.....	10.60	10.65	10.60	10.65
October.....	10.57½	10.65	10.57½	10.65
January.....	9.72½	9.77½	9.70	9.77½

MONDAY, AUGUST 12, 1912.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
September.....	17.80	17.85	17.75	17.85
October.....	18.00	18.00	17.85	17.92½
January.....	18.45	18.50	18.42½	18.50

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
September.....	10.67½	10.72½	10.65	10.70
October.....	10.77½	10.80	10.72½	10.80
December.....	10.50	10.52½	10.50	10.50
January.....	10.47½	10.50	10.47½	10.50

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
September.....	10.65	10.67½	10.62½	10.67½
October.....	10.65	10.67½	10.62½	10.67½
January.....	9.80	9.82½	9.75	9.82½

TUESDAY, AUGUST 13, 1912.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
September.....	17.87½	18.00	17.85	18.00
October.....	17.97½	18.05	17.95	18.02½
January.....	18.52½	18.77½	18.52½	18.75

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
September.....	10.72½	10.77½	10.72½	10.77½
October.....	10.85	10.87½	10.80	10.87½
December.....	10.52½	10.55	10.50	10.55
January.....	10.52½	10.55	10.50	10.55

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
September.....	10.70	10.82½	10.67½	10.82½
October.....	10.70	10.82½	10.70	10.82½
January.....	9.82½	9.90	9.82½	9.90

WEDNESDAY, AUGUST 14, 1912.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
September.....	18.10	18.10	18.02½	18.05
October.....	18.17½	18.20	18.07½	18.12½
January.....	18.80	18.87½	18.72½	18.80

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
September.....	10.85	10.87½	10.82½	10.85
October.....	10.90	10.95	10.90	10.95
December.....	10.57½	10.75	10.57½	10.75
January.....	10.60	10.72½	10.60	10.70

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
September.....	10.87½	10.90	10.82½	10.87½
October.....	10.95	10.95	10.85	10.87½
January.....	9.95	10.00	9.92½	9.97½

THURSDAY, AUGUST 15, 1912.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
September.....	18.15	18.17½	18.00	18.17½
October.....	18.25	18.25	18.10	18.25
January.....	18.75	18.90	18.72½	18.90

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
September.....	10.85	10.95	10.82½	10.95
October.....	10.97½	11.05	10.92½	11.05
December.....	10.80	10.82½	10.72½	10.82½
January.....	10.72½	10.80	10.70	10.80

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
September.....	10.90	10.92½	10.82½	10.87½
October.....	10.90	10.92½	10.85	10.92½
January.....	10.00	10.07½	9.95	10.05

FRIDAY, AUGUST 16, 1912.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
September.....	18.20	18.27½	18.15	18.22½
October.....	18.27½	18.35	18.22½	18.32½
January.....	18.95	19.10	18.92½	19.02½

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
September.....	11.00	11.05	10.95	11.05
October.....	11.00½	11.12½	11.05	11.12½
January.....	10.82½	10.90	10.80	10.87½

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
September.....	10.87½	11.00	10.87½	11.00
October.....	10.95	11.00	10.90	11.00
January.....	10.10	10.12½	10.05	10.12½

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry &amp; Son, 41st and Halsted Streets.)

Native Rib Roast.....	22	@25
Native Sirloin Steaks.....	25	@28
Native Porterhouse Steaks.....	35	@35
Native Pot Roasts.....	16	@16
Rib Roasts from light cattle.....	16	@18
Beef Stew.....	12½	@15
Boneless Corned Briskets, Native.....	16	@16
Corned Rumps, Native.....	16	@16
Corned Ribs.....	10	@10
Corned Flanks.....	10	@10
Round Steaks.....	22	@24
Round Roasts.....	18	@22
Shoulder Steaks.....	18	@18
Shoulder Roasts.....	15	@16
Shoulder Neck End, Trimmed.....	12½	@12½
Roll Roast.....	18	@18

## Lamb.

Hind Quarters, fancy.....	22	@22
Fore Quarters, fancy.....	15	@15
Legs, fancy.....	22	@22
Stew.....	10	@12½
Chops, shoulder, per lb.....	18	@18
Chops, rib and loin, per lb.....	30	@30
Chops, Frenched, each.....	15	@15

## Mutton.

Legs.....	14	@14
Stew.....	7	@7
Shoulders.....	12½	@12½
Hind Quarters.....	12½	@12½
Fore Quarters.....	10	@10
Rib and Loin Chops.....	20	@20
Shoulder Chops.....	12½	@12½

## Pork.

Pork Loins.....	18	@18
Pork Chops.....	20	@22
Pork Shoulders.....	15	@15
Pork Tenders.....	35	@35
Spare Ribs.....	15	@15
Hocks.....	12½	@12½
Pigs' Heads.....	11	@11
Leaf Lard.....	14	@14

## Veal.

Hind Quarters.....	18	@22
Fore Quarters.....	14	@16
Legs.....	20	@24
Breasts.....	15	@15
Shoulders.....	16	@18
Cutlets.....	30	@30
Rib and Loin Chops.....	25	@25

## Butchers' Offal.

Suet.....	4½	@4½
Tallow.....	4½	@4½
Bones, per cwt.....	10	@1.00
Calfskins, 8 to 15 lbs.....	18	@18
Calfskins, under 8 lbs. (deacon's).....	25	@25
Klips.....	14	@14

**AUTOMATIC  
IMPROVED**

# TANKAGE PRESSES AND DRYERS

**Economical Efficient  
Great Capacity**

**SAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALL**

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

## American Process Co.

68 William St., - - New York

**Veal.**





## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Good native steers	13 1/2 @ 14 1/2
Native steers, medium	10 @ 13 1/2
Heifers, good	12 @ 13
Cows	9 1/2 @ 10 1/2
Hind Quarters, choice	17 @ 11 1/2
Fore Quarters, choice	11 1/2 @ 11 1/2

## Beef Cuts.

Cow Chucks	8 @ 9
Steer Chucks	11 1/2 @ 11 1/2
Boneless Chucks	9 @ 9
Medium Plates	7 1/2 @ 7 1/2
Steer Plates	8 @ 8
Cow Rounds	9 @ 12 1/2
Cow Loins	11 1/2 @ 16 1/2
Steer Loins, Heavy	10 @ 23 1/2
Beef Tenderloins, No. 1	28 1/2 @ 28 1/2
Beef Tenderloins, No. 2	28 1/2 @ 28 1/2
Strip Loins	10 @ 21 1/2
Sirloin Butts	10 @ 21 1/2
Shoulder Cuts	10 @ 10 1/2
Rolls	10 @ 12 1/2
Rump Butts	10 @ 12 1/2
Trimnings	10 @ 7
Shank	10 @ 5
Cow Ribs, Common, Light	9 @ 9
Cow Ribs, Heavy	9 @ 14
Steer Ribs, Light	9 @ 18 1/2
Steer Ribs, Heavy	9 @ 20
Loins Ends, steer, native	14 @ 14
Loins Ends, cow	14 @ 14
Hanging Tenderloins	14 @ 8
Flank Steak	13 @ 13
Hind Steaks	4 1/2 @ 4 1/2

## Beef Offal.

Brains, each	6 @ 6
Hearts	6 @ 6 1/2
Tongues	10 @ 10
Sweetbreads	25 @ 25
Ox Tail, per lb.	5 @ 5 1/2
Fresh Tripe, plain	4 @ 4
Fresh Tripe, H. C.	5 1/2 @ 5 1/2
Brains	6 @ 6
Kidneys, each	8 @ 8

## Veal.

Heavy Carcass Veal	10 @ 12
Light Carcass	10 @ 13 1/2
Good Carcass	10 @ 14 1/2
Good Saddles	10 @ 16
Medium Racks	10 @ 11
Good Racks	10 @ 12

## Veal Offal.

Brains, each	4 @ 4
Sweetbreads	35 @ 50
Plucks	30 @ 40
Heads, each	15 @ 20

## Lambs.

Good Caul	12 @ 12
Round Dressed Lambs	14 @ 14
Saddles, Caul	14 @ 14
R. D. Lamb Racks	9 @ 9
Caul Lamb Racks	9 @ 9
R. D. Lamb Saddles	16 1/2 @ 16 1/2
Lamb Fries, per pair	10 @ 10
Lamb Tongues, each	4 @ 4
Lamb Kidneys, each	2 @ 2

## Mutton.

Medium Sheep	8 1/2 @ 8 1/2
Good Sheep	9 @ 9
Medium Saddles	11 @ 11
Good Saddles	12 @ 12
Good Racks	7 @ 7
Medium Racks	6 1/2 @ 6 1/2
Mutton Legs	12 @ 12
Mutton Loins	9 @ 9
Mutton Stew	5 1/2 @ 5 1/2
Sheep Tongues, each	2 1/2 @ 2 1/2
Sheep Heads, each	7 @ 7

## Fresh Pork, Etc.

Dressed Hogs	12 @ 13 1/2
Pork Loins	10 @ 15 1/2
Tenderloins	10 @ 10 1/2
Spare Ribs	9 @ 9
Butts	10 @ 13 1/2
Hocks	8 1/2 @ 8 1/2
Trimnings	9 @ 9
Extra Lean Trimnings	10 @ 10
Tails	7 @ 7
Snouts	4 @ 4
Pigs' Feet	3 1/2 @ 3 1/2
Pigs' Heads	5 @ 5
Blade Bones	7 @ 7
Blade Meat	8 1/2 @ 8 1/2
Cheek Meat	9 1/2 @ 9 1/2
Hog livers, per lb.	2 1/2 @ 2 1/2
Neck Bones	2 1/2 @ 2 1/2
Skinned Shoulders	11 1/2 @ 11 1/2
Pork Hearts	6 @ 6
Pork Kidneys, per lb.	10 @ 10
Pork Tongues	10 @ 10
Slip Bones	5 @ 5
Tail Bones	6 @ 6 1/2
Brains	4 @ 4
Backfat	10 1/2 @ 10 1/2
Hams	14 1/2 @ 14 1/2
Calas	11 @ 11
Belles	14 1/2 @ 14 1/2
Shoulders	11 1/2 @ 11 1/2

## SAUSAGE.

Columbia Cloth Bologna	9 1/2 @ 9 1/2
Bologna, large, long, round, in casings	9 1/2 @ 9 1/2

Choice Bologna	11 @ 11
Viennas	11 1/2 @ 11 1/2
Frankfurters	11 1/2 @ 11 1/2
Blood, Liver and Headcheese	9 1/2 @ 9 1/2
Tongue	11 1/2 @ 11 1/2
Minced Sausage	13 1/2 @ 13 1/2
Luncheon Sausage, cloth paraffine	15 @ 15
New England Sausage	15 @ 15
Compressed Luncheon Sausage	15 @ 15
Special Compressed Ham	15 @ 15
Berliner Sausage	13 @ 13
Boneless Butts in casings	13 @ 13
Oxford Butts in casings	13 @ 13
Polish Sausage	11 1/2 @ 11 1/2
Garlic Sausage	11 1/2 @ 11 1/2
Country Smoked Sausage	12 1/2 @ 12 1/2
Farm Sausage	15 @ 15
Pork Sausage, bulk or link	11 @ 11
Pork Sausage, short link	11 1/2 @ 11 1/2
Boneless Pigs' Feet	9 @ 9
Hams, Bologna	13 1/2 @ 13 1/2

## Summer Sausage.

Rest Summer, H. C., Medium Dry	23 1/2 @ 23 1/2
German Salami, Medium Dry	23 1/2 @ 23 1/2
Italian Salami	23 1/2 @ 23 1/2
Holsteiner	16 @ 16
Mettwurst, New	1 @ 1
Farmer	18 1/2 @ 18 1/2
Monarque Cervelat, H. C.	21 @ 21

## Sausage in Oil.

Smoked Sausage, 1-50	5.50 @ 5.50
Smoked Sausage, 2-20	5.00 @ 5.00
Bologna, 1-50	5.00 @ 5.00
Bologna, 2-20	4.50 @ 4.50
Frankfurt, 1-50	5.50 @ 5.50
Frankfurt, 2-20	5.00 @ 5.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	50.50 @ 50.50
Pickled Plain Tripe, in 200-lb. barrels	6.50 @ 6.50
Pickle H. C. Tripe, in 200-lb. barrels	7.75 @ 7.75
Pickle Ox Lips, in 200-lb. barrels	12.50 @ 12.50
Pickled Pigs' Snouts, in 200-lb. barrels	15.50 @ 15.50
Lamb Tongues, Short Cut, barrels	34.50 @ 34.50

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	Per doz. \$1.90
2 lbs., 1 or 2 doz. to case	3.40 @ 3.40
6 lbs., 1 doz. to case	13.25 @ 13.25
14 lbs., 1/2 doz. to case	29.00 @ 29.00

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	Per doz. \$3.25
4-oz. jars, 1 doz. in box	6.25 @ 6.25
8-oz. jars, 1/2 doz. in box	11.50 @ 11.50
16-oz. jars, 1/4 doz. in box	22.50 @ 22.50
2, 5 and 10-lb. tins.	\$1.50 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	16.50 @ 16.50
Plate Beef	16.50 @ 16.50
Prime Mess Beef	16.50 @ 16.50
Extra Mess Beef	16.50 @ 16.50
Beef Hams (220 lbs. to bbl.)	19.00 @ 19.00
Rump Butts	20.00 @ 20.00
Mess Pork, new	22.50 @ 22.50
Clear Fat Backs	16.00 @ 16.00
Family Back Pork	16.00 @ 16.00
Bean Pork	16.00 @ 16.00

## LARD.

Pure leaf, kettle rendered, per lb., test	12 1/2 @ 12 1/2
Pure lard	11 1/2 @ 11 1/2
Lard, substitutes, test	9 @ 9
Lard, compound	8 1/2 @ 8 1/2
Cooking oil, per gal., in barrels	57 @ 57
Barrels, 1/4c. over tierces; half barrels, 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over tierces.	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	15 1/2 @ 19 1/2
Cooks' and bakers' shortening, tubs.	13 @ 14

## DRY SALT MEATS.

(Boxed. Loose are 1/4c. less.)	
Clear Bellies, 14 1/2 lb. avg.	12 1/2 @ 12 1/2
Clear Bellies, 18 1/2 lb. avg.	12 1/2 @ 12 1/2
Rib Bellies, 18 1/2 lb. avg.	12 1/2 @ 12 1/2
Fat Backs, 12 1/2 lb. avg.	10 1/2 @ 10 1/2
Regular Plates	10 1/2 @ 10 1/2
Short Clears	9 1/2 @ 9 1/2
Butts	9 1/2 @ 9 1/2
Bacon meats, 1/4c. to 1c. more.	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	15 @ 15 1/2
Hams, 16 lbs., avg.	15 @ 15
Skinned Hams	16 @ 16
Calas, 4 1/2 lb. avg.	10 1/2 @ 11
Calas, 6 1/2 lb. avg.	10 1/2 @ 10 1/2
New York Shoulders, 8 @ 12 lbs., avg.	12 @ 12 1/2
Breakfast Bacon, fancy	21 1/2 @ 21 1/2
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	13 @ 13
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	15 @ 15
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	12 @ 12
Dried Beef Sets	18 @ 18
Dried Beef Insides	21 @ 21 1/2
Dried Beef Knuckles	19 @ 19 1/2
Dried Beef Outsides	17 @ 17
Regular Boiled Hams	23 @ 23
Smoked Boiled Hams	23 1/2 @ 23 1/2
Boiled Calas	15 1/2 @ 15 1/2
Cooked Loin Rolls	25 1/2 @ 25 1/2
Cooked Rilled Shoulder	15 1/2 @ 15 1/2

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	217 @ 217
Export Rounds	23 @ 23
Middles, per set	84 @ 84
Beef bungs, per piece	19 @ 19
Beef weasands	7 1/2 @ 7 1/2
Beef bladders, medium	30 @ 30
Beef bladders, small, per doz.	20 @ 20
Hog casings, free of salt	70 @ 70
Hog middles, per set	10 @ 10
Hog bungs, export	10 @ 10
Hog bungs, large medium	10 @ 10
Hog bungs, prime	7 @ 7
Hog bungs, narrow	5 @ 5
Imported wide sheep casings	90 @ 90
Imported medium wide sheep casings	70 @ 70
Imported medium wide sheep casings	90 @ 90
Hog stomachs, per piece	3 1/2 @ 3 1/2

## FERTILIZERS.

Dried blood, per unit	2.57 1/2 @ 2.60
Hoof meal, per unit	2.37 1/2 @ 2.40
Concentrated tankage	2.30 @ 2.35
Ground tankage, 12%	2.40 @ 2.40 and 10c.
Ground tankage, 11%	2.40 @ 2.40 and 10c.
Ground tankage, 8 and 25%	2.25 @ 2.25 and 10c.
Crushed tankage, 9 and 20%	2.25 @ 2.25 and 10c.
Ground tankage, 6 1/2 and 30%	20.00 @ 20.00
Ground raw bone, per ton	26.00 @ 26.00
Ground steam bone, per ton	21.00 @ 23.00
Unground tankage, per ton less than ground	50c. @ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	250.00 @ 300.00
Horns, black, per ton	25.50 @ 28.50
Horns, striped, per ton	33.00 @ 38.00
Horns, white, per ton	60.00 @ 65.00
Flat shin bones, 40 lbs. av., per ton	60.00 @ 65.00
Round shin bones, 38-40 lbs. av., per ton	63.00 @ 67.00
Round shin bones, 50-52 lbs. av., per ton	75.00 @ 80.00
Long thigh bones, 90-95 lbs. av., per ton	50.00 @ 80.00
Skulls, jaws and knuckles, per ton	27.00 @ 28.50

## LARD.

Prime steam, cash	10.50 @ 10.50
Prime steam, loose	10.32 @ 10.32
Leaf	10.62 @ 10.62
Compound	8 @ 8 1/2
Neutral lard	11 1/2 @ 12

## STEARINES.

Prime oleo	13 @ 13
Oleo No. 2	12 1/2 @ 12 1/2
Mutton	12 1/2 @ 12 1/2
Tallow	8 @ 8 1/2
Graese, yellow	5 1/2 @ 6
Graese, A white	6 1/2 @ 7

## OILS.

Lard oil, extra, winter strained, tierces	85 @ 87
Extra lard oil	64 @ 65
Extra No. 1 lard oil	57 @ 58
No. 1 lard oil	51 @ 52
No. 2 lard oil	48 @ 49
Oleo oil, extra	13 @ 13 1/2
Oleo oil, No. 2	12 1/2 @ 12 1/2
Oleo stock	11 1/2 @ 12
Neatsfoot oil, pure, bbls.	65 @ 70
Acidless tallow oils, bbls.	61 @ 62
Corn oil, loose	6 @ 5.05
Horse oil	6 1/2 @ 7

## TALLOW.

Edible	8 1/2 @ 8 1/2
Prime city	7 1/2 @ 7 1/2
No. 1 Country	6 1/2 @ 6 1/2
Packers' Prime	6 1/2 @ 7 1/2
Packers' No. 1	6 1/2 @ 6 1/2
Packers' No. 2	5 1/2 @ 5 1/2
Renderers' No. 1	6 1/2 @ 6 1/2

## GREASES.

White, choice	6 1/2 @ 6 1/2
White, "A"	6 1/2 @ 8 1/2
White, "B"	5 1/2 @ 6
Bone	5 1/2 @ 5 1/2
Crackling	5 1/2 @ 5 1/2
House	5 @ 5 1/2
Yellow	5 1/2 @ 5 1/2
Brown	4 1/2 @ 5
Glue stock	5 1/2 @ 5 1/2
Garbage grease	3 1/2 @ 4
Glycerine, C. P.	18 1/2 @ 18 1/2
Glycerine, dynamite	17 @ 17 1/2
Glycerine, crude soap	11 @ 11 1/2
Glycerine, candle	12 1/2 @ 13 1/2

## COTTONSEED OILS.

P. S. Y., loose	47 @ 48
P. S. Y., soap grade	44 @ 45
Soap stock, bbls., concn.	62 @ 65 f. a. 2 1/2 @ 2 1/2
Soap stock, loose, reg., 50% r. f. a.	1.10 @ 1.20

## COOPERAGE.

Ash pork barrels	85 @ 87
Oak pork barrels	1.05 @ 1.10
Lard tierces	1.32 @ 1.35

## CURING MATERIALS.

Refined saltpetre	5 @ 6 1/2
Boracic acid, crystal to powdered	7 @ 7 1/2
Borax	3 1/2 @ 4
Sugar—	
White, clarified	5 @ 5 1/2
Plantation, granulated	5 @ 5
Yellow, clarified	5 @ 5

Salt—	
Ashton, in bags, 224 lbs.	82.25 @ 82.25
English packing, in bags, 224 lbs.	1.45 @ 1.45
Michigan, granulated, car lots, per ton	3.25 @ 3.25
Michigan, medium, car lots, per ton	3.75 @ 3.75
Casing salt, bbls., 280 lbs., 2x@3x	1.40 @ 1.40

# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from National Live Stock Commission Co.)

Union Stock Yards, Chicago, August 14.  
**BEEF STEER CATTLE.**—Monday's run of 20,000 cattle included about 1,500 Westerns, and while choice natives met with a strong demand, buyers tried hard to buy other grades lower. Their efforts, however, were futile, and the trade finally wound up in good shape. Choice steers, from \$9.75 up, sold strong to 10c. higher, and a new "top" of \$10.40 was registered, while cattle from \$9@9.75 ruled strong, and everything else sold fully steady.

Tuesday's run of 4,358 cattle included about 1,000 head of Westerns, the balance of the supply consisting largely of stockers and feeders and butcher stuff. Very few native steers were on sale, and while the trade ruled rather slow, it was, nevertheless, fully steady at Monday's general level of values.

Wednesday's run was estimated at 20,000, making a total of 44,000 cattle for the first three days of the week, as compared with 51,000 for the same period a week ago. The choice to prime steers again met with a very strong demand, and the trade on that class ruled very active and a new top of \$10.50 per cwt. was registered on a load of 1,595-lb. steers, but on the rank and file of the offerings, say, anything selling under 9c. per lb., it was a very slow, draggy deal, with prices weak to \$10 lower than Monday.

**BUTCHER STUFF.**—The unmerciful pounding of the market by the buyers the middle of last week, simply because a liberal supply of "she stuff" was at hand, could, under present conditions, have only one result, i. e., greatly lessened receipts, and such is the case this week, for while the total number of cattle is fairly liberal the percentage of butcher stuff in the receipts has been very moderate and a sharp reaction has taken place. Cannery and cutters are a dime higher, bulls 10@20c. higher, and the bulk of the medium, good and choice cows and heifers shows 15@25c. improvement, with extreme cases of 50c. advance on the medium kinds of cows and heifers, which suffered the big end of the break last week, and in looking back to last week's "low spot" in the trade the fact stands out prominently that at that time values of cannery, cutters and medium to pretty decent cows and heifers were really not much higher than they are under ordinary conditions at this time of the year, and, as compared with the "booming" steer market, values of these cattle looked cheap last week. There, of course, will be occasional liberal receipts of "grassy" butcher stuff this fall, and there will be occasional weeks of liberal supplies of the same class of cattle from the Northwest range country, but, taking the supply as a whole, we feel that the receipts of butcher stuff will be rather moderate for some time to come, and we will be surprised indeed if the Western cattlemen don't conserve their source of supply. In other words, we think they will hold back most everything in the line of "she stuff," except that which ought to be shipped.

**HOGS.**—Receipts of hogs thus far this week foot up around 55,000, which was about in line with general expectations, and with fair Eastern orders, in the market this week it has forced the packers to go into the market on a little higher basis. We have recovered pretty much all of the break during the forepart of last week. Choice light-weight butchers and prime light hogs selling here today largely in a range of \$8.40@8.60, top \$8.65, while the good, strong-weight butcher grades and good mixed kinds are selling in a range of \$8.15@8.35, with the mixed packing and strong-weight packing grades from \$7.75@8, owing to weight and quality. We look to see rather moderate receipts during the near future.

**SHEEP AND LAMBS.**—Too many good range wethers landing on the market during the past week has had a very depressing effect on the sheep end of the trade. Lambs

are some lower than the opening of the week, but the market shows some improvement, as compared with yesterday. A feature of the trade is the plentiful supply of native ewes, which, everything taken into consideration, looks to be the cheapest proposition in the livestock trade today. With ripe beef selling at record-breaking prices, it is hard to understand why there is not a broader outlet for these fat, heavy ewes, bulk of which are worthy of being exhibited at the best livestock shows of the country. It has been a hard matter during the past few days to force sales on this variety around \$3.75 per cwt. There has been considerable advance in prices on feeding stock during the week, and with scant supplies in sight it would seem a safe prediction that feeding prices will soon work to a still higher level.

We quote: Westerns—Good to choice killing wethers, \$4.10@4.35; fat ewes, \$3.75@4; good to choice lambs, \$7.25@7.60; fat yearlings, \$5.25@5.50; feeding lambs, \$6.40@6.60; feeding wethers, \$3.85@4.25; feeding yearlings, \$4.85@5.15; feeding ewes, \$3@3.50. Natives—Fat wethers, \$4.50@4.75; fair to best ewes, \$3.50@4; poor to common ewes, \$3@3.35; culls, \$2@2.75; good to choice lambs, \$6.85@7.35; poor to medium lambs, \$6@6.50; culls, \$5@5.50; breeding ewes, \$4.50@5.

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., August 14.

Cattle receipts for the week thus far total 22,000 head, of which 9,000 were in the Southern division. The market on Monday was steady to strong, the better grades selling 10@15c. higher. On Tuesday the conditions were about the same, the feature being the sale of a load of 1,427-lb. steers at \$10.15, 5c. over the record. Today the good grades are in demand, and are selling strong, while all other grades are selling steady. So good fat cattle may be quoted as being from 10@25c. higher than the close of the week. All other classes and grades are about steady. The market is quotable as follows: Native beef steers, \$5.50@10.15; heifers, \$4.50@8.75; cows, \$3.75@7.50; calves, \$6@10; bulls, \$4@5.75. In the Southern division the trading has been active, the market on Monday showing an advance of 10c. and Tuesday another advance of 10@15c. was registered. Today, while a good clearance was affected, the market is quotable as weak to 10c. lower. Several loads of Texas cattle on Monday topped the market at \$8, and there have been any number of sales above \$7. The market is quotable as follows: Steers, \$5@8.25; cows and heifers, \$3.50@7.50; calves, \$5.50@8.50.

The hog receipts number 17,500, which is a very moderate supply. The trading each day has been snappy, and everything is across the scale by 11 o'clock. The market each day has shown an advance, being 10c. higher on Monday, 5c. higher on Tuesday and 5@10c. higher today. Although the demand is still for light hogs the heavy grades have sold better this week than they did last. The market is quotable as follows: Mixed and butchers, \$8.45@8.70; good heavy, \$8.45@8.60; rough, \$7.50@8; lights, \$8.50@8.70; pigs, \$7@8.60; bulk, \$8.45@8.65.

At the sheep house about 25,000 head have been received this week. Although the supply has been generous in quantity, quality has been lacking. On Monday the market on both lambs and sheep was steady to 10c. higher, but yesterday it slumped 15@25c., muttons suffering the most. Today it is about steady with yesterday's close. Mutton sheep are selling today at \$3.75@4; lambs, \$5.50@7.25; breeding ewes, \$4.25@4.40; stockers and culls, \$1.50@3.75; bucks, \$3.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, August 13.

The upper crust in all the various classes of cattle are selling strong to 15c. higher

this week, and the lower two-thirds are weak and trembling. Common cows are an exception to the general trend, that class selling strong today. Prime natives weighing close to 1,500 lbs. sold here today at \$10.25, and some 1,414-lb. steers sold late at \$10.40, which are new high figures for this season. Best wintered steers, off the grass, bring \$0.25, and grass steers in the native division range from \$7 upwards. The quarantine division is furnishing the bulk of the cheap beef now, steers at \$5@6.50 this week, but the supply there is light, only 25 carloads today. Owners are holding back quarantine cattle, because of the bad market last ten days. A run of 3,000 calves surprised the trade yesterday, and 2,000 more came in today, besides 14,000 cattle, and veals are cheaper this week, best at \$8.75. Stock steers run from \$4.55@6.85; feeders, \$5.90@7.85.

Another lilliputian run of hogs came in today, 7,000 head, and they sold 10c. higher, tops at \$8.50, bulk \$8.25@8.45. Heavy pig losses at farrowing time last spring are blamed for the light runs, though August supplies of hogs are never very heavy. Supply of sheep and lambs today 11,000 head; market off 25@35c., following a break of 15@25c. yesterday. Spring lambs stopped at \$6.50 today; wethers worth up to \$4.25, ewes \$3.75. Advance shipments from Utah here this week are being hit hard, and receipts from there may be light till the market rights. Dealers have been expecting strong markets this month.

Drive outs to local killers last week were largely as follows:

	Cattle.	Hogs.	Sheep.
Armour .....	6,083	7,367	3,998
Fowler .....	1,888	.....	1,363
S. & S. ....	5,492	4,526	3,578
Swift .....	5,492	4,526	3,578
Cudahy .....	5,779	2,996	5,250
Morris & Co. ....	5,090	2,285	1,823
Butchers .....	282	302	107
Total .....	31,335	22,578	19,994

## OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Aug. 12.

Cattle receipts have shown some increase but fall far short of a year ago. August receipts will not be much over half those of August, 1911. Corn-fed beefs are a small proportion of the supply, and receipts are largely Western rangers, the quality of the offerings averaging up a little better than last year. Choice beef is very scarce, and commands the highest figures ever paid here. Prime 1,550-pound beefs brought \$10 yesterday, and \$10.35 today. Prime Western range beefs are selling at \$8@8.40, and choice grass heifers as high as \$7@7.05. Medium and common cattle of all kinds show more or less decline, and probably they will continue to, as receipts of Western rangers increase. Veal calves are firm at \$4.25@8.25, and bulls, stags, etc., strong at \$3.75@5.75. Trade in stock cattle and feeding steers is becoming active, and the demand is very keen.

Hogs have not shown much change in the past week or two. Receipts continue about the same as a year ago, although weights average about ten pounds lighter. Light and butcher grades command a large premium, and the heavier loads sell at bottom figures. Demand is vigorous, and there is a strong, healthy, undertone to the market. With 10,500 hogs here today the market was just about steady. Tops brought \$8.25, and the bulk of the trading was around \$7.90@8.10, or practically the same as on last Tuesday.

Range sheep and lambs are coming freely and selling readily at advancing figures, due to the sharply increased competition from the feeder buyers, although packers are all filling liberal orders. Fat lambs are selling at \$6.25@7.50; yearlings at \$4.50@5.25; wethers \$3.85@4.60, and ewes at \$3.25@4.10.

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, August 16.—Market steady, Western steam, \$11.30; Middle West, \$11@11.10; city steam, \$10.62@10.75; refined, Continent, \$11.35; South American, \$12.05; Brazil, kegs, \$13.05; compound, 8½@8¾c.

### Marseilles Oils.

Marseilles, August 16.—Sesame oil, fabrique, 70 fr.; edible, 92½ fr.; copra oil, fabrique, 87¾ fr.; edible, 103 fr.; peanut oil, fabrique, 65 fr.; edible, 90 fr.

### Liverpool Produce Market.

Liverpool, August 16.—(By Cable.)—Beef, extra India mess, 130s. 3d. Pork, prime mess, 93s. 9d.; shoulders, 50s. 6d.@55s. 5d.; hams, 61s.@61s. 6d. Bacon, Cumberland cut, 66s.; long clear, 68s. 6d.; bellies, 63s. Tallow, prime city, 32s. 3d.; choice, 35s. Turpentine, 32s. 9d. Rosin, common, 16s. 6d. Lard, spot prime, 54s. American refined in pails, 55s. 9d.; 2 28-lb. blocks, 54s. 6d. Lard (Hamburg), 53½ marks. Cheese, Canadian finest white, new, 62s. 6d. Tallow, Australian (London), 30s. 6d.@35s. 3d.

## FRIDAY'S CLOSING.

### Provisions.

The list was higher with hogs.

### Tallow.

Little change has been noted in the firm undertone.

### Stearine.

Business is light, but the higher prices were maintained.

### Cottonseed Oil.

A steadier lard market and light crude offerings brought about a small advance.

Market closed easier with support withdrawn. Sales, 7,900 bbls. Spot oil, \$6.45@6.55; crude, \$5.34 bid. Closing quotations on futures: August, \$6.50@6.55; September, \$6.53@6.55; October, \$6.56@6.57; November, \$6.30@6.32; December, \$6.21@6.23; January, \$6.20@6.23; February, \$6.21@6.26; good off oil, \$6@6.55; off oil, \$5.90@6.53; red off oil, \$5.50@5.95; winter oil, \$6.60 bid; summer white, \$6.60 bid.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, August 16.—Hog market 5c. higher; bulk of prices, \$8@8.50; mixed and butchers', \$7.70@8.70; heavy, \$7.55@8.55. Yorkers, \$8.00@8.70; pigs, \$6@8.25. Cattle market slow and weak. Beeves, \$5.75@10.45; cows and heifers, \$2.05@8.15. Texas steers, \$5@6.85; stockers and feeders, \$4.25@7.30; Westerns, \$6.25@9. Sheep market slow. Native, \$3.15@4.35. Western, \$3.35@4.25; yearlings, \$4.30@5.50; lambs, \$4.25@7.15.

Kansas City, August 16.—Hogs steady, at \$7.60@8.55.

Sioux City, August 16.—Hogs shade higher, at \$7.85@8.40.

St. Louis, August 16.—Hogs strong, at \$8.40@8.75.

South Omaha, August 16.—Hogs strong, at \$7.90@8.35.

St. Joseph, August 16.—Hogs steady, at \$8@8.50.

Indianapolis, August 16.—Hogs higher, at \$8.50@8.80.

Cleveland, August 16.—Hogs strong, at \$8.50@8.85.

Buffalo, August 16.—Market opened with 5,600 hogs on sale; market steady, at \$8.90 @9.

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending August 10, 1912:

### CATTLE.

Chicago	38,195
Kansas City	31,335
Omaha	10,822
East St. Louis	18,826
St. Joseph	9,407
Cudahy	620
Sioux City	3,805
South St. Paul	7,005
New York and Jersey City	12,110
Fort Worth	12,337
Philadelphia	4,221
Pittsburgh	2,760
Denver	1,909

### HOGS.

Chicago	75,199
Kansas City	32,378
Omaha	33,487
East St. Louis	15,438
St. Joseph	32,790
Cudahy	3,042
Sioux City	18,931
Ottumwa	8,929
Cedar Rapids	5,597
South St. Paul	6,253
New York and Jersey City	23,502
Fort Worth	4,454
Philadelphia	4,622
Pittsburgh	14,000
Denver	2,436

### SHEEP.

Chicago	114,966
Kansas City	19,994
Omaha	31,339
East St. Louis	30,204
St. Joseph	11,125
Cudahy	424
Sioux City	3,943
South St. Paul	3,505
New York and Jersey City	64,474
Philadelphia	13,229
Pittsburgh	8,500
Denver	2,267

## NEW YORK LIVE STOCK

### WEEKLY RECEIPTS TO AUGUST 12, 1912.

	Beeves.	Calves.	Sheep and lambs.	Hogs.
New York	4,632	6,229	1,221	10,489
Jersey City	2,760	2,044	45,060	8,088
Central Union	2,400	749	14,958	—
Lehigh Valley	2,590	610	2,580	—
Scatterling	—	131	55	4,325
Totals	12,400	9,763	64,474	23,802
Totals last week	10,234	9,378	51,674	26,500

## MEAT AND STOCK EXPORTS

### WEEKLY REPORT TO AUGUST 12, 1912.

Exports from:	Live cattle.	Live sheep.
New York	290	—
Boston	300	—
Totals from all ports	590	—
Totals from all ports last week	1,230	18

## RECEIPTS AT CENTERS

### SATURDAY, AUGUST 10, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	200	7,707	5,000
Kansas City	200	1,008	—
Omaha	100	5,175	—
St. Louis	400	4,900	350
St. Joseph	50	2,590	—
Sioux City	200	3,500	100
St. Paul	700	800	—
Fort Worth	75	100	—
Milwaukee	—	1,425	—
St. Louis	100	—	600
Louisville	—	1,168	3,395
Toledo	—	700	—
Indianapolis	400	3,000	—
Pittsburgh	—	1,500	1,000
Cincinnati	85	1,421	2,615
Cleveland	40	500	400
Buffalo	125	4,000	2,000
New York	466	2,750	8,024

### MONDAY, AUGUST 12, 1912.

Chicago	21,000	27,804	28,000
Kansas City	19,000	3,495	15,000
Omaha	6,500	3,000	12,000
St. Louis	9,083	5,796	7,105
St. Joseph	2,000	4,000	—
Sioux City	4,000	2,000	200
St. Paul	7,500	1,000	8,000
Oklahoma City	500	100	225
Fort Worth	2,500	300	150
Milwaukee	—	385	—
Louisville	—	3,011	8,648
Toledo	—	1,000	—
Wichita	—	124	—
Indianapolis	700	1,000	—
Pittsburgh	3,300	6,000	10,000
Cincinnati	2,245	3,141	2,043
Cleveland	700	2,000	3,000
Buffalo	4,500	10,500	7,000
New York	3,510	6,968	23,674

### TUESDAY, AUGUST 13, 1912.

Chicago	4,500	13,009	30,000
Kansas City	16,000	5,969	11,000
Omaha	4,700	9,800	9,200
St. Louis	6,013	6,000	9,507
St. Joseph	3,500	4,200	3,000
Sioux City	1,200	4,000	200
St. Paul	1,600	1,800	3,000
Oklahoma City	1,000	200	—
Fort Worth	1,800	600	200
Milwaukee	—	819	—
Denver	200	1,500	300
Louisville	—	650	2,187
Toledo	—	100	—
Detroit	—	1,505	—
Wichita	—	500	—
Cudahy	—	—	—
Indianapolis	1,550	6,000	—
Pittsburgh	—	1,500	1,000
Cincinnati	338	1,042	1,825
Cleveland	100	1,000	1,000
Buffalo	350	3,600	1,000
New York	957	1,200	9,059

### WEDNESDAY, AUGUST 14, 1912.

Chicago	20,000	21,387	24,000
Kansas City	12,000	5,762	3,000
Omaha	2,900	8,400	—
St. Louis	5,336	6,458	8,954
St. Joseph	2,000	5,000	2,500
Sioux City	1,500	5,000	500
St. Paul	1,300	1,005	800
Oklahoma City	700	100	—
Fort Worth	2,500	300	150
Milwaukee	—	3,454	—
Denver	600	—	—
Louisville	—	1,601	4,546
Toledo	—	600	—
Detroit	—	1,000	—
Wichita	—	725	—
Cudahy	—	200	—
Indianapolis	1,550	7,000	—
Pittsburgh	—	3,000	1,000
Cincinnati	531	2,526	4,276
Cleveland	—	1,000	—
Buffalo	150	2,000	1,000
New York	2,008	4,548	11,078

### THURSDAY, AUGUST 15, 1912.

Chicago	5,000	17,000	15,000
Kansas City	5,000	4,000	3,000
Omaha	1,700	7,400	9,200
St. Louis	4,000	5,500	6,000
St. Joseph	2,000	7,000	5,000
Sioux City	700	2,500	—
St. Paul	900	600	4,000
Fort Worth	2,000	1,500	100
Louisville	—	750	5,881
Detroit	—	1,000	—
Wichita	—	625	—
Cudahy	—	300	—
Cincinnati	639	2,195	3,715
Cleveland	—	1,000	—
Buffalo	200	3,000	1,600
New York	1,936	438	2,796

### FRIDAY, AUGUST 16, 1912.

Chicago	2,500	9,000	8,000
Kansas City	500	2,000	500
Omaha	600	5,000	2,300
St. Louis	2,000	5,500	1,000
St. Joseph	400	4,500	—
Sioux City	400	2,500	—
Fort Worth	1,400	100	100
St. Paul	300	250	800
Oklahoma	700	2,500	600

## OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce	17/6	20/	@26c.
Oil Cake	12/6	17c.	@19c.
Bacon	17/6	20/	@26c.
Lard, tierces	17/6	20/	@26c.
Cheese	25/	25/	@48c.
Canned meats	17/6	20/	@26c.
Butter	30/	30/	@48c.
Tallow	17/6	20/	@26c.
Pork, per barrel	17/6	20/	@26c.

## WE CAN SAVE YOU MONEY

when building your new plant or remodeling your old one. Complete Packing Plants designed and built. Old Plants overhauled, enlarged or redesigned. Highest economy in output secured. Write us.

TAIT-NORDMEYER ENGINEERING CO.

LIGGETT BUILDING  
ST. LOUIS



# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### Signs for the Shop That May Help Your Trade

By a Practical Butcher.

(Continued from last week.)

It's the novel that attracts. The new, breezy way of saying the old things arouses fresh interest. The gist of the best advice in this matter of signs for the shop is to say on them in brief, terse expressions just what you would utter in talking to a customer to whet his appetite, get him concerned about your goods, and convince him you realize your future depends on satisfying him all the time—in working for his welfare as far as food products are concerned. Signs are vital, and you cannot go far wrong in using many of them. Do not keep them up too long. Change them often. Try some of those suggested in a previous article.

Then you might try this:

WE KNOW FROM EXPERIENCE WHAT A GOOD HOUSEKEEPER WANTS. COME AND TAKE ADVANTAGE OF OUR EXPERIENCE. REGULAR CUSTOMERS AND STRANGERS ALIKE ARE WELCOME TO IT.

Here's another:

LAMB CHOPS. THEY MELT IN YOUR MOUTH! IF YOU BUY THEM HERE YOU ARE SURE OF A SPLENDID MEAL, BECAUSE WE SELL ONLY THE BEST.

And this one for oyster season:

THERE ARE OYSTERS AND OYSTERS. THE BEST ARE THE FINEST THINGS KNOWN. TRY THE SPECIALLY SELECTED WE HAVE. FRESH EVERY MORNING. WHAT'S FINER THAN AN OYSTER COCKTAIL, SERVED IN A GREEN PEPPER SHELL, TO START DINNER WITH?

Still another:

TENDER, JUICY MEAT; THE KIND THAT ESTABLISHED THE REPUTATION OF THIS MARKET. WE'RE TOO WISE TO FALL DOWN ON QUALITY OR FALL UP ON PRICE. NOTICE HOW BUSY OUR DELIVERY BOYS ARE.

Or a pork advertisement like this:

HAMS! BACON! SAUSAGE! THE FINEST BRANDS ARE RIGHT HERE. DO YOU KNOW OF A FINER ODOR THAN A RASHER OF BACON OR A SLICE OF SWEET HAM BEING BROILED OVER A NICE HOT FIRE WHEN YOU ARE HUNGRY? NO, YOU DO NOT!

You can try this also:

BETTER THAN DOCTORS—A HEALTHY APPETITE AND A GOOD MEAL. A SLICE OF RARE ROAST BEEF, BROWN POTATOES, AND ALL THE WORLD IS WELL. COME SEE WHAT WE HAVE TO OFFER.

Here's one for the children:

YOU CAN ALWAYS TRUST THE FRESH NATURAL TASTE OF A CHILD TO KNOW GOOD MEAT. THAT'S WHY SO MANY CHILDREN ARE TO BE SEEN HERE BEFORE AND AFTER SCHOOL HOURS.

Here's one for the vegetables:

VEGETABLES! JUST AS NATURE GREW THEM, WITH ALL THEIR NATURAL FRESHNESS. WE OFFER TODAY: . . . ETC.

Or this card for the poultry department:

FRESH KILLED, SANITARY HANDLED POULTRY IS ALWAYS TO BE FOUND HERE. WE CAN SHOW YOU IN FIVE MINUTES HOW TO SELECT THE RIGHT KIND FOR THE REST OF YOUR LIFE. MAKE HOME AND HUSBAND HAPPY. ASK THE MAN.

Or this one:

CAREFUL BUYERS ARE OUR BEST FRIENDS. WE HAVE THE GOODS. WHEN YOU BUY HERE ONCE WE HAVE SECURED A REGULAR AND SATISFIED CUSTOMER.

This sounds cool and fresh:

ICE COLD AS THE NORTH POLE. CLEAN AS VIRGIN SNOW. THAT'S WHY OUR MEATS RETAIN THEIR FLAVOR. NO HANDLING OR HANGING AROUND. DIRECT TO YOU FROM OUR BIG SANITARY REFRIGERATOR.

This for the uncertain ones:

YOUR DINNER PROBLEM. WHY WORRY? LET US HELP YOU BY SHOWING THE MEATS THAT ARE PLEASING OTHER CAREFUL HOUSEKEEPERS IN THIS NEIGHBORHOOD.

For a bargain day:

THE BARGAINS THAT MADE SATURDAY FAMOUS. NOTICE A FEW FOR THE COMING SATURDAY.

(Follow with your bargains.)

Or this one for Saturday:

OUR IDEAS FOR YOUR SUNDAY DINNER. WE HAVE THE KNOWLEDGE, THE EXPERIENCE, THE GOODS, THE RIGHT PRICE, THE EQUIPMENT TO SERVE YOU PROPERLY.

Here is another for summer:

SUMMER APPETITES! WORRY NO MORE ABOUT WHAT TO EAT. HERE ARE A FEW TID-BITS THAT WILL PLEASE YOU, BECAUSE WE KNOW WHAT YOU WANT.

These are a few samples of cards which may be prepared according to taste of the artist and hung around the shop. They instruct and cause comment. Everybody will suggest another subject, and in a short time you will have material enough to carry on the sign idea indefinitely. One customer tells another, and publicity in your shop is simply salesmanship on paper.

These sample signs may give a few timely hints which may have some value in increasing business, but it must be done per-

sistently and systematically. Continuous effort is necessary to sell goods and to improve your business.

And naturally you cannot use the same signs all the time. It would be exactly like using the same words every day to the same customer. Change and keep changing, hunt up new ideas. Retail advertising does not jerk, it pulls. It begins gently, but the pull is steady, like a team with a heavy load. A thousand jerky pulls won't budge it, but one-half the steady effort will start and keep it moving, with scarcely any apparent effort. Try it! L. A.

### LOCAL AND PERSONAL.

Hetzler Brothers will open a meat market at Columbia, Mo.

J. L. Brockway will open a provision store at W. Medford, Mass.

J. L. Odum has purchased the meat market of O. M. Brown at Daytona Beach, Fla.

The Wilbur meat market at Wilbur, Wash., has been damaged to the extent of \$500.

Pyle & Dunn's meat market at Coal Hill, Ark., has been destroyed by fire.

Bennett & Gleason have sold their meat market at Pittsfield, Mass., to B. Herbert. Doornhos & Kramer have opened a meat business at Holland, Mich.

C. Haale has purchased a half interest in the Baerkircher meat market at Bucyrus, Ohio.

Coker & Gregory have purchased the meat market of I. J. Noel at Tuscaloosa, Ala.

Geo. Mann has sold his interest in the City Meat Market at Barton, Fla., to C. A. Parker & Brother.

J. A. Schlotterbeck has engaged in the meat business at Hillsdale, N. J.

F. Rlay has bought the J. R. Johnson meat market at Buffalo, Mo.

W. Hause has sold his meat market at Clinton, Mich.

W. A. Chapin has sold his meat business at Monson, Mass., to B. C. Maynard.

J. F. Streigle has closed up his meat business at Bristol, Conn.

E. S. Denel has sold out his City Meat Market at Hay Springs, Neb., to L. Sherill.

Wm. F. Lorenz has disposed of his meat business at Dakota City, Neb., to L. F. Lorenz.

McNutt & Vorce have opened a new butcher shop at Creighton, Neb.

J. S. Moore has disposed of his meat business at Kearney, Neb., to Watson Brothers.

B. Fitzgerald has purchased the butcher shop of Ambrose Graham at Dawson, Neb.

Charles Jones has purchased the Ceresco Meat Market at Ceresco, Neb.

H. B. Boynton has sold out his meat business at Adams, Neb.

Fred Osborne is about to open a meat market at Shemandoah, Ia.

D. W. Butler has purchased the meat business of George Hedgecock at Hemingford, Neb.

R. F. McKillip has purchased the Central Meat Market at Central City, Neb., from Fred Gilbert.

Chambers & Benson have purchased the meat market of C. F. Putman at Magnolia, Iowa.

George W. Hauck has purchased the meat business of Gillette & Gates at 119 N. Mechanic street, Jackson, Mich.

Geo. Van Horn and Chris Glenn have purchased the meat business of J. H. Allen & Sons at Grand Ledge, Mich.

Albert Brand has disposed of his meat business at Allegan, Mich., to Julius Maskey and others.

John Latva has engaged in the meat and grocery business at 734 Pine street, Hancock, Mich.



## Take Care of the Pennies So That the Dollars Can Take Care of You

You lose money because your store system does not show you where every penny comes from and where it goes.

It does not tell you how much money you should have.

It does not protect your money and accounts against mistakes and losses due to thoughtlessness, carelessness or indifference.

A National Cash Register will keep track of every penny you take in or pay out.

You get a correct record of every transaction occurring between your clerks and customers.

All your money and accounts are protected against mistakes and losses.

A National will increase your profits.

The National Cash Register Company, Dayton, Ohio

# New York Section

Swift & Company's sales of fresh beef in New York City for the week ending August 10 averaged 12.42 cents per pound.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending August 10, 1912, by the New York City Department of Health: Meat.—Manhattan, 15,073 lbs.; Brooklyn, 30,667 lbs.; the Bronx, 12 lbs.; total, 45,752 lbs. Fish.—Manhattan, 1,100 lbs.; the Bronx, 234 lbs.; Queens, 15 lbs.; total, 1,349 lbs. Poultry and game.—Manhattan, 2,697 lbs.; Brooklyn, 15 lbs.; the Bronx, 14 lbs.; total, 2,726 lbs.

The New York Health Board has amended Rule 6 governing sausage manufacture and rooms where meats and fish are smoked or preserved, so it reads now as follows:

6. No room in which artificial illumination is required shall be used for the preparation of meat or fish. All such rooms must be directly lighted from the outside and directly ventilated by means of windows to the external air. No room, any portion of which is below the level of the ground, shall be used for the preparation of meat or fish unless a permit shall be specially issued therefor by the Board of Health.

Swift & Company's 13th street market is headless just now—Manager Albert Hallenbeck is vacationing.

E. A. Glasgow is on the road again inspecting Indianapolis Abattoir Company branch houses in the East, of which division of the business he is manager.

Now the Housewives' League wants to take the tar out of the tariff on beef. They are a busy bunch. They are writing to all the presidential candidates demanding whether they will approve a free meat bill or not, if elected. While the league members do not count election day in this section, in California and Washington they have a say, and Mrs. Julian Heath, of New York, the president of the league, declares there will be an active campaign for a free meat bill. Meanwhile more public markets, more co-operative stores will be the local slogan of the league.

As a result of the agitation carried on among the meat cutters of West Hoboken, Union Hill, Guttenburg and West New York, a union of meat cutters has been formed in West Hoboken. The new union will be known as Local 284 of the Amalgamated Meat Cutters and Butchers' Workmen, and will meet every second and fourth Thursday of the month at Krobels Hall, 504 Spring street, West Hoboken. The new union was installed at a meeting last Thursday night at which officials of the unions from New York, Hoboken and Jersey City were present to welcome the newly formed organization. The first meeting to start a Hoboken union was held Thursday evening.

Henry Hoffman, a butcher at 858 Union avenue, the Bronx, hung himself from a hook in his cooler on Sunday. His body was found by his widow, who opened the shop on Monday when Hoffman did not turn up. He was despondent over business affairs, he said, in a note.

## FOOD COMMISSION DIDN'T HELP.

The report of the Market Committee of the State Food Investigating Committee made public last week provoked much comment in the trade. The views expressed in The National Provisioner in news and editorial items were generally approved. The trade sees no relief in the plan for large retail units, and there is a feeling of dis-

appointment, apparently, that no more helpful suggestion than that was forthcoming from the commission to aid in the solution of the food distribution problems of New York City in particular, and all urban communities. The following letter on the subject has been received, showing that the city officials also consider the report rather barren:

City of New York  
PRESIDENT OF THE BOROUGH OF THE  
BRONX

Third Avenue and 177th Street  
Office of the President

Cyrus C. Miller  
President

August 12, 1912.

The Editor of The National Provisioner,  
116 Nassau street, New York City

Sir:—The Sun of August 11 states that your editorial finds fault with the report of the State Food Investigating Commission. I have not yet received a copy of the report, but if the newspaper extracts from it are true, it seems to me that your editorial is entirely justified. I cannot make out what "large retail units" are, unless they are large retail stores which would be operated by the city. It is difficult to see why the city should go into the meat business any more than the dry goods business or any other business, thereby throwing out of business a number of the citizens already engaged in those enterprises. I think the retailers have very little to do with the high prices of the goods they sell. If they could buy cheaply, they could sell cheaply. It is the business of the city to provide proper terminal wholesale markets where all the railroads could run and bring products in bulk, which could be distributed cheaply to the retailer. There is a movement on foot to establish such terminals now in New York, and it seems to me that the retailers should interest themselves in it if they wish to protect themselves from such foolishness as "large retail units."

Yours very truly,  
(Signed) CYRUS C. MILLER,  
President of the Borough of the Bronx.

## THE BETTER JOB.

The proprietor of a Turkish bath establishment in Milwaukee was much taken by the physical perfections of a young man he saw in a butcher's shop. After minute survey of the huge muscles of the young man the Turkish bath proprietor offered him a position as rubber in his establishment.

"I'll give you more than you're getting here," said he. "What does this man pay you?"

"Ten dollars a week and my week's meat," said the butcher employee.

"What is the meat worth?"

"About \$4."

The Turkish bath man did some rapid figuring.

"Look here," said he finally. "I'll tell you what I'll do. I'll give you \$10 and \$5 worth of baths weekly. That'll be a dollar more than you get from the butcher."—Lippincott's.

## MASTER BUTCHERS IN CONVENTION.

(Continued from page 17.)

because it will centralize the business of this country in large corporations and wipe out of existence the retail merchants of our country towns.

Also, That we are in favor of amending the Sherman anti-trust law so that all retail dealers will be exempt from prosecution.

Also, That this association is in favor of legislation, both State and National, that will encourage the raising and feeding of livestock and poultry in the Eastern, Central and Southern States.

11. Resolved, That we give our earnest support to candidates, regardless of party, that are trustworthy and will assist in enacting laws that will benefit the retail meat merchants.

12. Resolved, That a News Bureau Committee be appointed for the purpose of furnishing correct information to the press, so that we will not be grossly misrepresented by the daily papers of the United States in the future as we have been in the past.

There were addresses by Arthur L. Holmes on "National Federation of Retail Merchants," and by A. J. Ratz on "Sanitary Conditions in Markets."

Routine matters of reports of officers and from the association took up the afternoon session. In the evening there was a grand banquet at the Pontchartrain at which Adolph Marx acted as toastmaster and acquitted himself in a manner which brought him high praise. The speakers were His Honor, Mayor Thompson, President Russell, Charles G. Deibel, St. Louis.; A. C. Bertch, Grand Rapids; Edward Levy, Chicago, and Ben T. Marx.

Mrs. Sylvia A. Schofield, the charming wife and helpmeet of Secretary John H. Schofield, who had assisted her husband in many clerical duties, was presented by the Detroit Association with eight five dollar gold pieces, while the genial and able secretary received earned recognition from the same body in the shape of a handsome silk umbrella. The live Detroit crowd also gave President Russell a fine new gavel during the afternoon session.

Wednesday morning saw a big crowd on hand early at the business session. The important business was the election of officers, which resulted in the re-election of President Russell and nearly all the other officers amid great applause. The new officers are: President, John T. Russell, Chicago, Ill.; first vice-president, Henry G. Reese, Pittsburgh, Pa.; second vice-president, A. C. Sluiter, Flushing, N. Y.; third vice-president, Arthur S. Pickering, Cleveland, O.; fourth vice-president, Adolph Marx, Detroit, Mich.; secretary, John H. Schofield, St. Louis, Mo.; financial secretary, Emil Priebe, Milwaukee, Wis.; treasurer, O. Edward Jahrsdörfer, Brooklyn, N. Y.; master-at-arms, Charles A. Hoth, New Orleans, La.; inside guard, Axel Meyer, Omaha, Neb.; outside guard, Arthur L. Tennant, New Haven, Conn.; trustees: Albert J. Dunn, chairman, St. Louis, Mo.; Peter J. Silsbee, Boston, Mass.; Joseph Kipp, Joliet, Ill.

Wednesday afternoon the delegates were treated to an automobile ride which was greatly enjoyed.

Thursday the concluding business session was held. There was some rivalry among delegates to secure the next convention for their city, but Boston won. This concluded the convention, which adjourned soon after noon, Thursday.



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers	.....	\$8.00@9.60
Poor to fair native steers	.....	5.00@7.85
Oxen and stags	.....	3.50@7.00
Bulls and dry cows	.....	2.00@6.00
Good to choice native steers one year ago	.....	6.35@7.25

## LIVE CALVES.

Live veal calves, common to fair, per 100 lbs.	.....	@ 7.00
Live calves, grassers and Buttermilks	.....	—@—
Live veal calves, culls, per 100 lbs.	.....	—@—

## LIVE SHEEP AND LAMBS.

Live lambs, fair to prime, per 100 lbs.	.....	5.50@ 6.75
Live sheep, ewes, per 100 lbs.	.....	2.50@ 4.00
Live sheep, culls, per 100 lbs.	.....	2.25@ 2.75

## LIVE HOGS.

Hogs, heavy	.....	@ 9.00
Hogs, medium	.....	@ 9.00
Hogs, 140 lbs.	.....	@ 9.10
Pigs	.....	@ 9.00
Rough	.....	@ 8.00

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy	.....	@ 15½
Choice native light	.....	@ 15½
Native, common to fair	.....	@ 12½@14½

### WESTERN DRESSED BEEF.

Choice native heavy	.....	@ 14½@15
Choice native light	.....	@ 13½@14
Native, common to fair	.....	@ 12½@13
Choice Western, heavy	.....	@ 12½@13
Choice Western, light	.....	@ 12@13
Common to fair Texas	.....	@ 10@11
Good to choice heifers	.....	@ 11½@12½
Common to fair heifers	.....	@ 10½@11
Choice cows	.....	@ 10@10½
Common to fair cows	.....	@ 7½@ 8
Common to fair oxen and stags	.....	@ 11
Fleshy Bologna bulls	.....	@ 9½@ 9¾

## BEEF CUTS.

	Western.	City.
No. 1 ribs	.....@18	@20
No. 2 ribs	.....@16	@17
No. 3 ribs	.....@13	@14
No. 1 loins	.....@18	@21
No. 2 loins	.....@16	@20
No. 3 loins	.....@13	@14
No. 1 hinds and ribs	.....@16½@17	@17½@18
No. 2 hinds and ribs	.....@16	@17½
No. 3 hinds and ribs	.....@—@—	@15@16
No. 1 rounds	.....@14	@14
No. 2 rounds	.....@12	@13½
No. 3 rounds	.....@10	@12½
No. 1 chucks	.....@12	@13½@14
No. 2 chucks	.....@11	@13
No. 3 chucks	.....@ 9	@12

## DRESSED CALVES.

Veals, city dressed, prime, per lb.	.....	@17
Veals, good to choice, per lb.	.....	@16
Western calves, choice	.....	@15
Western calves, fair to good	.....	@14
Western calves, common	.....	@12½

## DRESSED HOGS.

Hogs, heavy	.....	@11½
Hogs, 160 lbs.	.....	@11½
Hogs, 160 lbs.	.....	@11½@11½
Hogs, 140 lbs.	.....	@11½
Pigs	.....	@11½@12

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.	.....	@13
Lambs, good	.....	@12½
Sheep, choice	.....	@10½
Sheep, medium to good	.....	@9½@10½
Sheep, culls	.....	@ 6

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.	.....	@15½
Smoked hams, 12 to 14 lbs. avg.	.....	@15
Smoked hams, 14 to 16 lbs. avg.	.....	@14½
Smoked picnic, light	.....	@11½
Smoked picnic, heavy	.....	@11½
Smoked shoulders	.....	@11½
Smoked bacon, boneless	.....	@17

Smoked bacon (rib in)	.....	@16
Dried beef sets	.....	@18
Smoked beef tongue, per lb.	.....	@22½
Pickled bellies, heavy	.....	@12½

## FRESH PORK CUTS.

Fresh pork loins, city	.....	@17½
Fresh pork loins, Western	.....	@16½
Fresh pork tenderloins	.....	@30
Frozen pork tenderloins	.....	@28
Shoulders, city	.....	@12
Shoulders, Western	.....	@11½
Butts, regular	.....	@12½
Butts, boneless	.....	@14½
Fresh hams, city	.....	@15½
Fresh hams, Western	.....	@15
Fresh picnic hams	.....	@11½

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 50@65 lbs. cut.	.....	70.00@ 80.00
Flat shin bones, avg. 40@50 lbs. cut, per 100 bones, per 2,000 lbs.	.....	60.00@ 85.00
Horns, black, per ton	.....	30.00@ 35.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.	.....	90.00@ 95.00
Horns, 7½ oz. and over, steers, first quality, per ton	.....	@270.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues	.....	@110@125c. a piece
Fresh cow tongues	.....	@ 70 @ 90c. a piece
Calves' heads, scalded	.....	@ 40c. a piece
Sweetbreads, veal	.....	@ 50 @ 75c. a pair
Sweetbreads, beef	.....	@ 20 @ 25c. a pound
Calves' livers	.....	@ 20c. a pound
Beef kidneys	.....	@ 10c. a piece
Mutton kidneys	.....	@ 3c. a piece
Livers, beef	.....	@ 8 @ 9c. a pound
Oxtails	.....	@ 7c. a piece
Hearts, beef	.....	@ 4c. a pound
Rolls, beef	.....	@ 15 @ 25c. a pound
Tenderloin beef, Western	.....	@ 15 @ 25c. a pound
Lambs' fries	.....	@ 8 @ 8c. a pair
Extra lean pork trimmings	.....	@ 14c. a pound
Blade meat	.....	@ 11 @ 12c. a pound

## BUTCHERS' FAT.

Ordinary shop fat	.....	@ 2½
Suet, fresh and heavy	.....	@ 6
Shop bones, per cwt.	.....	@25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	.....	@80
Sheep, imp., medium, per bundle	.....	@90
Sheep, imp., per bundle	.....	@40
Sheep, domestic, wide, per bundle	.....	@70
Sheep, domestic, medium, per bundle	.....	@50
Sheep, domestic, narrow med., per bundle	.....	@25
Hog, American, free of salt, tcs. or bbls., per lb., f. o. s. New York	.....	@70
Hog, extra narrow selected, per lb.	.....	@70
Hog, in kegs, 1 cent over bbls. or tcs.	.....	@—@—
Beef rounds, domestic, per set, f. o. b. Chicago	.....	@17
Beef rounds, export, per set, f. o. b. New York	.....	@23
Beef bungs, piece, f. o. b. New York	.....	@19
Beef middles, per set, f. o. b. New York	.....	@85
Beef middles, per set, f. o. b. Chicago	.....	@83
Beef weasands, per 1,000, No. 1s.	.....	@ 8
Beef weasands, per 1,000, No. 2s.	.....	@ 4½

## SPICES.

	Whole.	Ground.
Pepper, Slog., white	.....20½	22½
Pepper, Sing., black	.....13	15
Pepper, Penang, white	.....19½	21½
Pepper, red Zanzibar	.....17	20
Allspice	.....8	11
Cinnamon	.....16	20
Coriander	.....4½	6
Cloves	.....18	21
Ginger	.....12	15
Mace	.....70	75

## SALTPETRE.

Crude	.....	4½@ 5
Refined—Granulated	.....	@ 5½
Crystals	.....	5½@ 6½
Powdered	.....	5½@ 6

## GREEN CALFSKINS.

No. 1 skins	.....	@ .24
No. 2 skins	.....	@ .24
No. 3 skins	.....	@ .14
Branded skins	.....	@ .18
Ticky skins	.....	@ .18
No. 1 B. M. skins	.....	@ .23
No. 2 B. M. skins	.....	@ .21
No. 1, 12½-14	.....	@2.70
No. 2, 12½-14	.....	@2.45
No. 1 B. M., 12½-14	.....	@2.45
No. 2 B. M., 12½-14	.....	@2.20
No. 1 kips, 14-18	.....	@2.90
No. 2 kips, 14-18	.....	@2.65
No. 1 B. M. kips	.....	@2.65
No. 2 B. M. kips	.....	@2.40
No. 1, heavy kips, 18 and over	.....	@3.80
No. 2, heavy kips, 18 and over	.....	@3.55
Branded kips	.....	@2.20
Heavy branded kips	.....	@2.55
Ticky kips	.....	@2.20
Heavy ticky kips	.....	@2.55

## DRESSED POULTRY.

### FROZEN.

Turkeys—		
Young hens, No. 1	.....	@21
Young toms, No. 1, box packed	.....	@23
Old hens and toms	.....	@20

### FRESH KILLED.

Fowl—Dry packed—		
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy	.....	@16½
Western boxes, 36 lbs. and under to doz., dry-picked	.....	@14½
Fowl—Iced—		
Northern and Cen. Western, 4@4½ lbs. avg.	.....	@16
Southern and So. Western, avg. best	.....	@15½
Other Poultry—		
Old Cocks, per lb.	.....	@12
Squabs, prime, white, 10 lbs. to doz. per doz.	.....	@4.00

## LIVE POULTRY.

Fowls, via freight	.....	@14
Old roosters, per lb.	.....	@10
Turkeys, hens and toms, mixed	.....	@14
Ducks, per lb.	.....	@14
Geese, per lb., Western	.....	@11
Guineas, per pair	.....	@60
Pigeons, per pair	.....	@25

## BUTTER.

Creamery, Extras	.....	@26½
Creamery, Firsts	.....	@25½
Process, Extras	.....	@24½
Process, Firsts	.....	@23½

## EGGS.

Fresh gathered, extras	.....	@24
Fresh gathered, extra firsts	.....	@22½@23½
Fresh gathered, firsts	.....	@22
Fresh gathered, seconds	.....	@19½@20½
Fresh gathered, dirties, No. 1	.....	@18
Fresh gathered, dirties, No. 2	.....	@17
Fresh gathered, checks, good to fine	.....	@16
Fresh gathered, checks, poor to fair	.....	@12

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton	.....	20.00 @20.50
Bone meal, raw, per ton	.....	@27.50
Hoof meal, per unit, Chicago	.....	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago	.....	@ 2.55
Nitrate of soda—spot	.....	@ 2.47½
Bone black, discard, sugar house del. New York	.....	20.00 @21.00
Dried tankage, N. Y., 13@15 per cent. ammonia	.....	2.65 and 10c.
Tankage, 11 and 15 p. e., f. o. b. Chicago	.....	2.37½ and 10c.
Garbage tankage, f. o. b. New York	.....	@ 9.00
Fish scrap, dried, 11 p. e. ammonia and 15 p. e. bone phosphate, delivered, New York (nominal)	.....	2.55 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos.	.....	
Lime, c. i. f. Charleston and New- port News	.....	3.15 and 10c.
Wet, acidulated, 7 p. e. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	.....	2.15 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar. 25%	.....	3.28 @ 3.30
Sulphate ammonia gas, per 100 lbs., spot, guar. 25%	.....	3.28 @ 3.30
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	.....	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.	.....	3.50 @ 3.75
The same, dried	.....	3.75 @ 4.00

**ITALY USES MORE FROZEN MEAT.**

(Continued from page 23.)

promises a reduction instead of the increase generally expected for 1912.

A considerable business was started during the past year in frozen meat, of which during the six months from January till March and from October to December about 10,000 tons were imported into Italy on refrigerating steamers. The quality of this meat at first did not find favor with the public, notwithstanding its low price, as it was found too fat, and consequently a less fat quality was subsequently imported. Frozen meat from Argentina was furnished to the Italian army during January, March and October-December, and is now becoming more and more popular, especially in the large centers, such as Rome and Milan. So far this kind of beef has been found more adapted for roasting and frying than for boiling, as good broth cannot be drawn from it.

The frozen-meat trade in Italy promises to become of more importance, and its influence on the market has already made itself felt in the price of beef, which underwent a severe drop. It remains to be seen how this will affect agricultural circles, where a fall in price of beef means also lower prices for cattle. A trial was also made with chilled beef, but owing to the lack of proper trucks and refrigerating accommodation in general, it did not meet with the expected success. Besides bullocks, 13,000 sheep were discharged at Genoa during 1911 and they were all sent through to Switzerland.

Next to the Argentine cattle, the Italian markets were largely supplied with French cattle, which brought top prices during the whole year. At present the price of these has also fallen on account of the increased consumption of frozen meat.

**COTTONSEED OIL IN MEXICO.**

(Continued from page 32.)

which produced last year about 1,000 metric tons of refined glycerin, and has a capacity sufficient to produce double that quantity.

(4) A new department has just been installed for the manufacture of edible cottonseed oil products. Large quantities of cottonseed oil for table use and cooking purposes are now imported from the United States, and it is hoped to supply this increasing local demand from the new plant at Gomez Palacio, which will have a capacity of about 4 carloads of edible oil per day. American experts have been engaged to supervise this process.

During the past year the company shipped about 136,000 tons of products. The value of these shipments was as follows, in American currency: Laundry soap, \$3,000,000; glycerin, \$1,500,000; cottonseed oil, \$1,500,000; cottonseed meal, \$350,000; cottonseed hulls, \$80,000; toilet soap, \$75,000; linters, \$20,000; total, \$6,505,000.

**Remarkable Profits.**

The company is co-operative, and was originally organized by the cotton growers of the Laguna to enable them to obtain a

profitable outlet for their cotton seed, which had up to that time been burned or used as fertilizer on account of not being of sufficient value to warrant shipment to the United States. About five years ago the company made a long-term contract with the growers, at a time when cotton seed was selling for about \$12.50 per ton, to buy all their seed for a term of years for \$13.50 a ton. Shortly after this contract was made the price of cotton seed began to increase by leaps and bounds until it is now worth from \$30 to \$35 per ton. The hacendados have made many attempts to have this vexatious contract annulled, but so far have met with little success. This explains in some part the ability of the company to pay during a year in which revolutionary disturbances interfered with their business to no small degree dividends aggregating \$625,000, American currency, or about 42 per cent. on the capital invested.

The other large soap and oil plant, La Union, S. A., is located in the city of Torreon. An index to its present prosperity is afforded by the facts that its capital stock was increased from \$500,000 to \$1,000,000,

American currency, during the past year, and shares of its stock which sold three years ago for \$20 are today selling for \$70. The plant covers an area of 190,000 square meters, gives employment to 400 men, and is thoroughly equipped with the best type of modern machinery from the United States. The factory makes all grades of laundry and toilet soap, the output last year amounting to about 300,000 boxes of 75 pounds each, valued at more than \$1,000,000. The company has recently installed a glycerin-refining plant which will have a monthly capacity of 75 metric tons.

The soap produced by these two factories is sold entirely within the Republic, finding a ready market in all parts of the country. The glycerin is mostly sold locally, the larger part of it being utilized by the dynamite and powder factory at Dinamita. The export returns show that glycerin to the value of nearly \$50,000 was exported to the United States during the last calendar year. After the oil has been extracted, the cottonseed meal is made into cakes and exported to Europe, chiefly Germany and England, where a ready market is obtained for stock-feeding.

**Reducing Delivery Expense Fifty Per Cent**

"We have had our three-ton KisselKar Truck in service eight months and find that it has reduced our delivery expense 50% while materially increasing the efficiency of our service."—Extract from letter of Cudahy Bros. Co.

When the inevitable change from horse haulage to motor truck takes place, the truck for the packer to buy is the truck that defies the mud, sand and chuck holes of suburban traffic—that can stand the "gaff" wherever it goes.

A KisselKar Truck is your logical selection because it is the truck of surest economy and slowest depreciation. It is strong, simple and silent. It carries 50% overload without harm. It consumes the least fuel. It rides easiest.

**KISSELKAR TRUCKS****1500 lb.-1-2-3-4-5 tons**

Note these striking KisselKar merits: Its wonderful engine—its lock on the differential which equalizes power between rear wheels, when, without it, a slipping wheel would absorb all the power—its fourth geared up speed which saves the engine when driving empty and makes fast time judicious when haste is necessary.

At the disposal of KisselKar owners is the unrivaled KisselKar service, consisting of completely equipped service buildings at leading centers, where the mechanical end of motor trucks is taken off your hands.

Write and tell us how many horses you use, how many trips they make per day, single or in teams, the average number of stops per load, carrying capacity of your equipment, average daily distance covered, cost of drivers and aids, general nature of the highways traveled.

Do this and we will tell you how motor haulage may be most advantageously used in your business. Your copy of the new catalog is ready. SEND FOR IT.

**KISSEL MOTOR CAR CO., 550 Kissel Ave., Hartford, Wis.**

NEW YORK  
ST. LOUIS

MINNEAPOLIS  
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**KisselKar Service Stations**  
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**J-M INSULATING MATERIALS**

J-M Pure Cork Sheets J-M Mineral Wool  
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J-M Rock Wool Insulating Cork  
Blocks J-M Hair Felt  
J-M Waterproofed Indurated Fibre Boards, Etc.

Write us as to your requirements.

**H. W. JOHNS-MANVILLE CO.**  
NEW YORK AND EVERY LARGE CITY







# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers	88.00@9.60
Poor to fair native steers	5.00@7.85
Oxen and stags	3.50@7.00
Bulls and dry cows	2.00@6.00
Good to choice native steers one year ago	6.35@7.25

## LIVE CALVES.

Live veal calves, common to fair, per 100 lbs.	@ 7.00
Live calves, grassers and Buttermilks	—@—
Live veal calves, culls, per 100 lbs.	—@—

## LIVE SHEEP AND LAMBS.

Live lambs, fair to prime, per 100 lbs.	5.50@ 6.75
Live sheep, ewes, per 100 lbs.	2.50@ 4.00
Live sheep, culls, per 100 lbs.	2.25@ 2.75

## LIVE HOGS.

Hogs, heavy	@ 9.00
Hogs, medium	@ 9.00
Hogs, 140 lbs.	@ 9.10
Pigs	@ 9.00
Rough	@ 8.00

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy	15 @15½
Choice native light	15 @15½
Native, common to fair	12½ @14½

### WESTERN DRESSED BEEF.

Choice native heavy	14½ @15
Choice native light	13½ @14
Native, common to fair	12½ @13
Choice Western, heavy	12½ @13
Choice Western, light	12 @13
Common to fair Texas	10 @11
Good to choice helpers	11½ @12½
Common to fair helpers	10½ @11
Choice cows	10 @10½
Common to fair cows	7½ @ 8
Common to fair oxen and stags	@ 11
Fleshy Bologna bulls	9½ @ 9½

## BEEF CUTS.

	Western.	City.
No. 1 ribs	18 @19	20 @21
No. 2 ribs	16 @17	17 @19
No. 3 ribs	13 @14	@16
No. 1 loins	18 @19	21 @22
No. 2 loins	16 @17	20 @21
No. 3 loins	13 @14	17 @19
No. 1 hinds and ribs	16½ @17	17½ @18
No. 2 hinds and ribs	@16	16½ @17½
No. 3 hinds and ribs	—@—	15 @16
No. 1 rounds	@14	@14
No. 2 rounds	@12	13 @13½
No. 3 rounds	@10	@12½
No. 1 chucks	@12	13½ @14
No. 2 chucks	@11	@13
No. 3 chucks	@ 9	@12

## DRESSED CALVES.

Veals, city dressed, prime, per lb.	@17
Veals, good to choice, per lb.	@16
Western calves, choice	@15
Western calves, fair to good	@14
Western calves, common	@12½

## DRESSED HOGS.

Hogs, heavy	@11½
Hogs, 160 lbs.	@11½
Hogs, 160 lbs.	11½ @11½
Hogs, 140 lbs.	@11½
Pigs	11½ @12

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.	@13
Lambs, good	@12½
Sheep, choice	@10½
Sheep, medium to good	9½ @10½
Sheep, culls	@ 6

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.	@15½
Smoked hams, 12 to 14 lbs. avg.	@15
Smoked hams, 14 to 16 lbs. avg.	@14½
Smoked picnics, light	@11½
Smoked picnics, heavy	@11½
Smoked shoulders	@11½
Smoked bacon, boneless	@17

Smoked bacon (rib in)	@16
Dried beef sets	@18
Smoked beef tongue, per lb.	@22½
Pickled bellies, heavy	@12½

## FRESH PORK CUTS.

Fresh pork loins, city	@17½
Fresh pork loins, Western	@16½
Fresh pork tenderloins	@30
Frozen pork tenderloins	@28
Shoulders, city	@12
Shoulders, Western	@11½
Butts, regular	@12½
Butts, boneless	@14½
Fresh hams, city	@15½
Fresh hams, Western	@15
Fresh picnic hams	@11½

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 50@65 lbs. cut.	70.00@ 80.00
Flat shin bones, avg. 40@50 lbs. cut,	
per 100 bones, per 2,000 lbs.	60.00@ 65.00
Hooft, black, per ton	30.00@ 35.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.	90.00@ 95.00
Horns, 7½ oz. and over, steers, first quality, per ton	@270.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues	110@125c. a piece
Fresh cow tongues	70 @ 90c. a piece
Calves' heads, scalded	@ 40c. a piece
Sweetbreads, veal	50 @ 75c. a pair
Sweetbreads, beef	20 @ 25c. a pound
Calves' livers	@ 20c. a pound
Beef kidneys	@ 10c. a piece
Mutton kidneys	@ 3c. a piece
Livers, beef	8 @ 9c. a pound
Oxtails	@ 7c. a piece
Hearts, beef	@ 4c. a pound
Rolls, beef	15 @ 25c. a pound
Tenderloin beef, Western	15 @ 25c. a pound
Lambs' fries	6 @ 8c. a pair
Extra lean pork trimmings	@ 14c. a pound
Blade meat	11 @ 12c. a pound

## BUTCHERS' FAT.

Ordinary shop fat	@ 2½
Suet, fresh and heavy	@ 6
Shop bones, per cwt.	@25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	@80
Sheep, imp., medium, per bundle	@60
Sheep, imp., per bundle	@40
Sheep, domestic, wide, per bundle	@70
Sheep, domestic, medium, per bundle	@50
Sheep, domestic, narrow med., per bundle	@25
Hog, American, free of salt, tcs. or bbs., per lb., f. o. b. New York	@70
Hog, extra narrow selected, per lb.	@70
Hog, in kegs, 1 cent over bbs. or tcs.	—@—
Beef rounds, domestic, per set, f. o. b. Chicago	@17
Beef rounds, export, per set, f. o. b. New York	@23
Beef bungs, piece, f. o. b. New York	@19
Beef middles, per set, f. o. b. New York	@85
Beef middles, per set, f. o. b. Chicago	@83
Beef weasands, per 1,000, No. 1s.	@ 8
Beef weasands, per 1,000, No. 2s.	@ 4½

## SPICES.

	Whole.	Ground.
Pepper, Siam, white	20½	22½
Pepper, Siam, black	13	15
Pepper, Penang, white	19½	21½
Pepper, red Zanzibar	17	
Allspice	8	11
Cinnamon	16	20
Coriander	4½	6
Cloves	18	21
Ginger	12	15
Mace	70	75

## SALTPETRE.

Crude	4½ @ 5
Refined—Granulated	@ 5½
Crystals	5½ @ 6½
Powdered	5½ @ 6

## GREEN CALFSKINS.

No. 1 skins	@ .24
No. 2 skins	@ .24
No. 3 skins	@ .14
Branded skins	@ .18
Ticky skins	@ .18
No. 1 B. M. skins	@ .23
No. 2 B. M. skins	@ .21
No. 1, 12½-14	@2.70
No. 2, 12½-14	@2.45
No. 1 B. M., 12½-14	@2.45
No. 2 B. M., 12½-14	@2.20
No. 1 kips, 14-18	@2.90
No. 2 kips, 14-18	@2.65
No. 1 B. M. kips	@2.65
No. 2 B. M. kips	@2.40
No. 1, heavy kips, 18 and over	@2.80
No. 2, heavy kips, 18 and over	@3.55
Branded kips	@2.20
Heavy branded kips	@2.55
Ticky kips	@2.20
Heavy ticky kips	@2.55

## DRESSED POULTRY.

### FROZEN.

Turkeys—	
Young hens, No. 1	@21
Young toms, No. 1, box packed	@23
Old hens and toms	@20

### FRESH KILLED.

Fowl—Dry packed—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy	@16½
Western boxes, 36 lbs. and under to doz., dry-picked	@14½
Fowl—Iced—	
Northern and Cen. Western, 4@4½ lbs. avg.	@16
Southern and So. Western, avg. best	@15½
Other Poultry—	
Old Cocks, per lb.	@12
Squabs, prime, white, 10 lbs. to doz. per doz.	@4.00

## LIVE POULTRY.

Fowls, via freight	@14
Old roosters, per lb.	@10
Turkeys, hens and toms, mixed	@14
Ducks, per lb.	@14
Geese, per lb., Western	@11
Guineas, per pair	@60
Pigeons, per pair	@25

## BUTTER.

Creamery, Extras	@26½
Creamery, Firsts	@25½
Process, Extras	@24½
Process, Firsts	@23½

## EGGS.

Fresh gathered, extras	@24 @26
Fresh gathered, extra firsts	22½ @23½
Fresh gathered, firsts	@21 @22
Fresh gathered, seconds	19½ @20½
Fresh gathered, dirties, No. 1	@18
Fresh gathered, dirties, No. 2	@17 @18
Fresh gathered, checks, good to fine	@16 @17
Fresh gathered, checks, poor to fair	@12 @15½

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton	20.00 @20.50
Bone meal, raw, per ton	@27.50
Hoof meal, per unit, Chicago	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago	@ 2.55
Nitrate of soda—spot	@ 2.47½
Bone black, discard, sugar house del.	
New York	20.00 @21.00
Dried tankage, N. Y., 18@15 per cent. ammonia	2.65 and 10c.
Tankage, 11 and 15 p. c. f. o. b. Chicago	2.37½ and 10c.
Garbage tankage, f. o. b. New York	@ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal)	2.55 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% P. Phos.	
Lime, c. i. f. Charleston and New- port News	3.15 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	2.15 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%	3.28 @ 3.30
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%	3.28 @ 3.30
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.	3.50 @ 3.75
The same, dried	3.75 @ 4.00